**Ray Hurley**

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Atlanta, Georgia

**Career Summary:**

Sales Professional experienced in managing a large and diverse account base in a deadline orientated environment.

A leadership style that incorporates teamwork, innovation, and focus on matching both the organization and client needs.

Demonstrates ability to negotiate at all levels of an organization.

* Highly motivated and dependable in achieving set goals.
* Thrive in a competitive, challenging environment.
* Successful record in securing repeat commitment from customers.

Professional Experience:

RCD Consulting, Atlanta, Georgia ( Jan 2016- Present )

Logistics & Supply Chain Consultant and Independent Sales & Marketing Agent

Areas of Expertise:

Freight Management

TMS Logistics Software – Sales and Marketing

Warehousing and Distribution

Customs Compliance

LogiWare

Business Development Manager- Alpharetta, Georgia (July 2008-December 2015)

Logistics supply chain software services designed for freight forwarders, 3PL’s, and intermediates.

* Recruited to sell logistics software and outsourcing services to U.S. Freight Forwarders, NVOCC’s and BCO’s.
* Head of Sales and Marketing. Successful in securing numerous clients to purchase and implement the software. Assisted with the implementation and on boarding process.

ZIM American Integrated Shipping Services

Key Account Executive- Roswell, Georgia (January 2007- July 2008)

Responsibilities include managing a large account portfolio representing the global services of ZIM.

* Nominated to lead the sales efforts in the South Atlantic for the ZIM ITP services, which include the Caribbean / Central American regions. With this position, the responsibilities include managing the sales activities for the Southeast.
* Sales territory includes major BCO’s and 3PL’s in the South Atlantic.
* Secured 20 new contracts during 2007.
* Exceeded 2007 budget by 20% for exports and 15% for imports.

CSAV Group North America

Senior Account Executive – Atlanta, Georgia (February 2004- December 2006)

Responsibilities included managing a large account portfolio representing the global services of CSAV, Norasia, Libra, and Montemar. These four carriers are the liner services of the CSAV Group.

* Exceeded all revenue and contribution budgets by 15% in 2005 and 20% in 2006.
* Sales territory included seven U.S. Southeastern states, with an equal percentage of BCO and NVOCC accounts.
* Instrumental in increasing Norasia’s market share in the South Atlantic on the Round the World service by 15% in 2006.
* Assisted in increasing CSAV’s South Atlantic market share to the East Coast of South America by 12% in 2006.

Assistant Vice President of Sales – Iselin, New Jersey (2003-August 2004)

Managed a staff of four account executives who were responsible for the sales and marketing activities of the U.S. Northeast, Mid-Atlantic / Ohio Valley region.

* Assisted in implementing the sales program for Norasia’s Round the World Service in January 2003.
* Improved market share of CSAV in this sales region by 8% over 2002.
* Exceeded all volume and revenue goals for the region by 12%.

Montemar Maritima

Regional Sales Manager – Atlanta, Georgia (1999-2003)

Part of CSAV Group, this carrier’s main concentration was service from the U.S. East Coast to the East Coast of South America. Responsibilities include maintaining a large account base to secure quota of exports / imports to and from South America.

* Sales territory included 12 U.S. Southeastern and Midwest states.
* Number one among Montemar’s sales organization in revenue and TEU production for each year.

**Education:**

University of South Carolina, Columbia, S.C.

B.A. Government and International Studies

**References:** Upon Request