

Mudasar Abid

National City, CA | 916-591--4332 | mudasarabid@att.net

Career Summary

Dynamic national enterprise executive with 17+ years of experience leading full-cycle sales developments, critical contract negotiations, territory logistic productions, and vendor relationship building generating over \$14.5 million in annual revenue. Broad range of experiences has encompassed managing freight distribution broad, quality assurances, top-talent team performances, transportation management, and corporate project directives across partners, including Dole, Organically Grown Company, Cascade Meats, TradeCom, WinCo Foods, Fresh Express, Tasteful Creations, Walmart, Chalin Cherry Growers, Domex and Superfresh. Known for transforming bottom-performing operations and sales teams by providing compassionate guidance, critical thinking analysis, and tailored coaching while leading with an open and inclusive mindset. Looking to leverage these established skillsets within a senior enterprise sales executive position dedicated to new business, team, and sales efforts.

Skills

Six Sigma | Logistics | Transport in-land | Supply Chain | Warehouse | P&L | Budgeting | Payroll | Cost Control | OSHA | EHS | DOT | Hazmat | ISO | Safety Policy | Negotiations | Contracting | SLA | RPF Techniques | English | Hindi | Punjabi & Urdu | TMS | MS Office 365 | Social Media Applications | Dispatching | Freight Brokerage | Sales | Cold Calling | Contracts | Loading & Unloading | Inventory Control | Assessts Aqusation | Cold Calling | Contracts | Supervision |

Education

University Of Phoenix, San Diego, CA. Operations Management (Six Sigma, Supply Chain, Logistics, *Operations Management*).

Experience

Sr. Director of Sales & Business Development- National Territory

DTS Brokerage, Inc. - Reno, Nevada

January 2021 - June 2023

- Directs sales and business advancement initiatives by providing businesses with transport and freight solutions offering national LTL, temperature-controlled, and full truckload shipment services with a team of 100+ trucks and 120+ drivers. Acts as the primary liaison managing portfolio of over 50+ business partners through large-scale case management, lifecycle project deliveries, cross-functional team communications, and strategic contract negotiations. Leads high-volume territory advancements and communicates with diverse teams on sales forecasts, sales delegations, and service education.
- Successfully pivoted in-house sales and account-building techniques during
- COVID-19 downturns by integrating key change management directives to curate innovative business outlets and expand brand awareness.
- Reduced operating costs by 40% and mitigated unnecessary processes after
- increasing in-house operational efficiencies, assessing current market trends, modifying sales SOPs, and developing creative marketing outreach techniques.

- Chosen to oversee elite clients, including Dole generating \$14.5 billion with
- 70K annual loads, \$1 million in monthly brokered freight, and Organically Grown
- Company generating \$2.4 million in sales for 9 months.

Chief Executive Officer

Iron Logistics, Inc. - United States Territories

January 2021 - June, 2023

- Assessed facility productions to ensure continuous improvement (CI) for freight and logistical operations by reorganizing systems to further warehouse and transportation performances.
- Coordinated effective commercial transportation planning that led to proper pickup, load security, freight delivery, and logistic delegations that followed all truck safety, OSHA, DOT, and federal compliances.
- Headed weekly executive meetings by tracking all needed approvals and time-lined action items to pipeline expectations, project updates, change management, and operational needs.

SENIOR GENERAL MANAGER & CORPORATE TRAINER

WESTERN AG INCORPORATED / YUBA CITY, CALIFORNIA

August 2018 - December 2021

- Implemented business development fundamentals and analyzed current market trends to gain insights into new company targets.
- troubleshooting needs, competitive intelligence, and industry trends to achieve forecasted goals.
- Created next-level sales and customer initiatives focused on advancing client satisfaction rates, outlining operational processes, strategizing revenue-generating practices.
- Supported operational and growth productions while overseeing all logistic management, dispatch scheduling, administrative reporting, mileage tracking, project SLAs, and client satisfaction rates.
- Catapulted a severely underperforming organization from planning a bankruptcy closure to cementing a company-saving contract worth \$1.5 million.
- Increased client Reavnew from \$6.5 million to \$16 million and added account bringing in over \$250K in weekly brokerage sales that generated an extra \$13 million in annual revenue.

CHIEF EXECUTIVE OFFICER

KAINTH BROS LOGISTICS, INC. / SACRAMENTO, CALIFORNIA

Feb 2012 - July 2018

- Maintained and produced high-level accounts by guiding a team to assess
- modify and implement logistical management programs, data analysis, and project development across US locations generating \$3 million annually.
- Reviewed employee performance metrics and pipelined productivity rates by working hands-on to coach problematic areas and solidify business training alignments.

- Obtained and managed multiple million-dollar contracts and built a multi-divisional logistical team covering transport fleets and warehouse personnel. Early Career Success

SENIOR MACHINE OPERATOR & SUPERVISOR

SIEMENS HEALTHCARE / WEST SACRAMENTO, CALIFORNIA

Jan 2007 - Dec 2012

- Operated and Maintaned PFM Case Packer Making 9 Panal Labtory Panal
- Q.A Batch test and records
- Lead 25 employee Unit
- Build Times. Approved Payroll and pcessessed

Languages

Hindi,Urdu,Punjabi

Links: [Linkedin.com/in/westernaginc](https://www.linkedin.com/in/westernaginc)



<i>Record of:</i> Mudasar Abid
<i>Student Number:</i> 9025230769 / ***.**.****
<i>Birthdate:</i>
<i>Enrollment Status:</i> Active-Full Time
<i>Enrollment Status Effective Date:</i> 10/22/2023

AAFB Program GPA : 3.67
CERT/OPS Program GPA : 3.67

UNIVERSITY OF PHOENIX

Mo/Year	Course ID	Course Title	Grade	Credits Attempted	Credits Earned	Quality Points	Rep
03/2009	COM/140	Contemporary Business Communication	W	0.00	0.00	0.00	
03/2009	GEN/105	Skills for Learning in an Info Age	W	0.00	0.00	0.00	
05/2009	GEN/105	Skills for Learning in an Info Age	W	0.00	0.00	0.00	
06/2009	COM/140	Contemporary Business Communication	W	0.00	0.00	0.00	
07/2023	MKT/421T	Marketing	W	0.00	0.00	0.00	
08/2023	OPS/385	Lean Six Sigma and Process Management	A-	3.00	3.00	5.01	
09/2023	OPS/395	Purchasing and Procurement	W	0.00	0.00	0.00	
10/2023	OPS/395	Purchasing and Procurement	A-	3.00	3.00	5.01	

GPA

	GPA	Credits Attempted	Credits Earned	Quality Points
Total Cumulative Credits:			6.00	
UOPX Cumulative:	3.67	6.00	6.00	10.02

End of Unofficial Transcript