

Marshall Nachtman

6620 Fautleroy Way SW, Seattle, WA 98136 | marshallnachtman@yahoo.com | (206) 890-9123

Logistics Executive

Logistics Management | Strategic Business Development | Operations Management

Career Summary

Highly accomplished and dedicated Logistics Executive holding an honorable military background in Logistics and Supply Chain Management, a Certification in FMCSA Compliance, and a Class A Commercial Driver's License. Over 20 years of progressive experience in leading diverse cross-functional teams in the Transportation Industry on a national level. Technically proficient, coupled with a broad working knowledge of logistics work processes (loss analysis, theory of constraints, module constraints, buffer setting, integrated planning, initiative delivery, outbound logistics, material planning, and sourcing). Proven success in driving continuous improvement in Safety, Quality, Cost, and the Supply Chain to achieve measurable improvements. Strong ability to communicate effectively with all levels of management and sell key company services based on current corporate objectives. Decisive, organized, and analytical leader, willing and able to travel, possessing an in-depth ability to work across divisional and departmental lines in managing issues with competing priorities.

Core Competencies

- Fleet Consulting
- Customer Service
- Sales Management
- Strategic Marketing
- Software Consulting
- Corporate Oversight
- Budget Administration
- Regulations Oversight
- Negotiations / Bidding
- Business Development
- Acquisitions Consulting
- Equipment Management
- DOT / Safety Regulations
- Staff Management & Retention
- Team Leadership & Development
- Continuous Process Improvement

Technical Proficiency

Windows 10 OS: MS Office Suite, McLeod Software Transportation-based Solutions, Tecalemit Fuel Systems Software 5 Cubits Haulit/Trackit Aggregate Software, Fleetio Maintenance Software, Qualcomm Systems Truck-based Network, Star Trak Trailer GPS System, QuickBooks Accounting Software, Peach Tree Accounting Software, Office Manager, Ascend TMS, Axon, Retalix Dispatch; Mobile Software: FFM-Field Force Manager, Effective Transportation Management Software, TMS, Salesforce CRM Tremble, TTSLs and, Trinium, Samasra, Transplace, Blue Jay, and PCS TMS.

Professional Experience

Washington Transfer Inc. (Seattle, WA)

08/2019 – Present

President (CEO)

Held a key role in the acquisition of Washington Transfer Inc., a 20-year-old Dry Van Carrier that services the Beverage Industry with major brands.

Demonstrates exceptional abilities in overseeing a fleet of trucks and trailers, servicing Washington State customers, responsible for hauling 400-600 loads per month.

Recognized with successfully reorganizing the company structure with a focus towards operating more efficiently and transitioning the ownership, employees, and customers.

Proactively optimized company operations through integrating TMS, EDI, and driver applications, resulting in an increase in productivity by 30%.

Significantly increased WTI GP by 50%, in the 1st year, and closing 2021 with a 3X GP increase over 2020.

Marshall Nachtman

Page 2 of 4

Held a pivotal role in increasing the WTI customer base by 60% via adding additional major brands to the company portfolio and bringing in a new dynamic to customer service processes and procedures.

Recognized with fully integrating and optimizing the fleet with Samsara GPS and fleet mobility.

Skillfully reorganized and structured company leadership with a focus on training and adding additional cross-functional team members.

Demonstrated optimal abilities in creating and establishing supply chain partnerships for warehousing and distribution, leading to the creation of value-added services for customers.

Displayed broad skills in rebranding WTI with a full social media presence (Website; LinkedIn; Twitter; Facebook; Instagram; Snapchat).

Traffic Tech Inc. (Seattle, WA)

08/2018 – 08/2019

National Account Executive

Successfully led the expansion of West Coast business while significantly increasing Traffic Tech's footprint in the Transportation market throughout the US, Canada, and Mexico.

Recognized with efficiently transitioning the West Coast Port Drayage and Intermodal customers over to Traffic Tech in the PNW market as well as additional lanes throughout the US.

Held a key role on numerous value-added projects with a focus towards combining Port Drayage, Cross Dock, Warehousing, Trans-loading, and OTR.

Credited with significantly increasing GP in the 1st year leading a multi-million dollar effort in additional business.

GSC Logistics & GSC National Transportation (Seattle, WA)

05/2016 – 08/2018

Director of Business Development

Proactively established GSC National Transportation, a highly profitable brokerage with an operating ability to serve GSC customers with additional value-added services on a national level.

Successfully oversaw all aspects of business development and account management for new and existing high-profile customer accounts servicing Customers nationally.

Proactively led a diverse cross-functional brokerage team with a focus on business development, carrier procurement, sales, marketing, B2B, managed KPI's, sales campaigns, market analysis, data mining, customer service, and Sales Force CRM.

Demonstrated exceptional abilities in managing sales and acquisitions for a company that produced \$100 million in annual sales.

Recognized with in-depth skills in incorporating an existing book of business and customer portfolio into GSC Logistics & GSC National Transportation, leading to an additional \$10 million in Q1 gross sales with a 35% plus margin.

Displayed expert-level abilities in relocating GSC Logistics & GSC National Transportation into a large warehouse and cold storage facility, resulting in the successful expansion of the Seattle operation into new markets.

Marshall Nachtman

Page 3 of 4

Effectively oversaw all procurement of equipment, to include owner operators and carriers for GSC National Transportation operations.

Recognized with fully integrating the 3PL operation with warehousing, cold storage, deconsolidation programs, cross-dock, airfreight, FTL, and trans-loading services for GSC National Transportation customers.

Additional Professional Experience:

JM Materials Inc. / Truck Based Transportation Inc. (Decatur, TX)

10/2014 – 05/2016

President (COO)

- Held a key role in negotiating the acquisition and transition of a multimillion-dollar sand & gravel company.
- Established (Truck Based Transportation) a highly profitable brokerage with an operating ability to service all 48 states.
- Implemented a companywide fleet maintenance program with automated Software capable of tracking cost, parts, fuel, mechanics, drivers, maintenance, tires, repairs, truck performance, oil samples, truck inspections, trailer inspections, insurance, registrations, MCCS, IFTA, UCR, HWY use tax, permits, and other documents.
- Increased operational safety by implementing a new safety and incentive program for drivers (Road Rewards Program). RRP rewards good pre-and post-trip inspections to include DOT inspections level 1-3 with no violations found. Successfully improved JM Materials Inc. safer scores by 10% through updating the fleet and providing safety guidelines and driver training.
- Identified and implemented the appropriate company software, social media, website, CRM, networking, industry partnerships, electronic documentation, carrier contracts, electronic DOT files, and equipment analysis.
- Restructured the company employees based on individual talents after an extensive SWOT analysis which generated promotions, new leadership roles, company vision, incentive programs, and active employee participation.
- Created and implemented the (Select Fleet Program) which incorporates contracted drivers into the company safety and equipment lease program. By providing amenities and protection to contracted power units yielding 20% higher profits over company trucks.
- Customer sales and account management department oversight with B2B, sales, marketing, data mining, Sales Force CRM, and managing KPI's.
- Oversight of a fully functional 4PL environment offering procurement, distribution, storage, and warehousing.
- Maintained contracts and relationships with external equipment leasing companies. To include a fully functional leasing program under JM Materials, leasing equipment to companies and owner operators.

Northwest Carriers Inc. (Othello, WA)

06/2013 – 10/2014

General Manager

Brent Redmond Transportation (Seattle, WA)

08/2010 – 06/2013

(Formerly Pacific Northwest Refrigerated Express, Inc.)

NW Fleet Operations Manager / General Manager

Professional Organizations

- AgTC, 05/2016 – Present
- Texas Aggregate Association, 10/2014 – Present
- Texas Trucking Association, 10/2014 – Present
- Dallas Fleet Safety Council, 10/2014 – Present
- Houston Area Safety Council, 08/2014 – Present
- Fleet Owner, 12/2012 – Present
- Northwest Seaport Alliance, 09/2011 – Present

- IANA, 07/2011 – Present
- OOIDA, 08/2008 – Present
- BBB, 08/2008 – Present
- PMTA, 08/2008 – Present
- UIAA, 07/2008 – Present
- SBA, 07/2008 – Present
- Transportation Club of Seattle, 6/2008 – Present
- Transportation Club of Tacoma, 6/2008 – Present
- SC&RA, 12/2001 – Present
- National Safety Council, 08/1998 – Present
- American Trucking Association, 07/1998 – Present
- National Fleet Council, 07/1998 – Present
- National Trucking Association, 06/1998 – Present

Specialized Training & Certifications

- Journeyman Operator in Heavy Equipment and Cranes – WA State, 03/1997 – Present
- Class A Commercial Driver's License — WA State, 11/1995 – Present
- DOT Instructor Certification – JM Materials (Dallas, TX), 08/2014
- Drug & Alcohol Certification – JM Materials (Dallas, TX), 08/2014
- National Transportation Safety Council Certificate – USG (Redmond, WA), 08/1998
- Basic/Advanced Combat Training-Logistics – National Guard (Fort Leonard Wood, MO), 10/1997
- Smith Systems Certificate – USG (Redmond, WA), 07/1997