

Amir Johnson

amir.johnson@example.com • (555) 123-4567 • Atlanta, GA • linkedin.com/in/amirjohnson

SUMMARY

Detail-oriented and results-driven Freight Broker with over 5 years of experience in logistics and transportation management. Proven track record of optimizing freight operations, reducing costs, and building strong client relationships to boost profitability.

EXPERIENCE

Freight Broker

Jan 2022 - Present

ABC Logistics, Atlanta, GA

- Increased freight brokerage revenue by 25% within the first year by fostering new client relationships and expanding the customer base.
- Negotiated contracts that resulted in a 15% reduction in shipping costs for clients, saving an average of \$50,000 annually.
- Implemented a new CRM system to streamline communication with carriers and clients, improving response times by 30%.

Freight Agent

Jun 2019 - Dec 2021

XYZ Transport Services, Atlanta, GA

- Achieved an on-time delivery rate of 98% by managing logistics operations and coordinating with carriers effectively.
- Developed a freight tracking system that reduced lost shipments by 40% and improved overall customer satisfaction ratings.
- Trained 4 new agents on industry best practices and software tools, enhancing team productivity.

Logistics Coordinator

Apr 2018 - May 2019

Global Freight Solutions, Atlanta, GA

- Coordinated logistics for over 150 shipments per month, ensuring compliance with safety regulations and timely delivery.
- Reduced operational costs by 20% by optimizing routing and selecting cost-effective carriers.
- Worked closely with clients to develop customized shipping solutions, increasing client retention by 15%.

EDUCATION

Bachelor of Science in Logistics and Supply Chain Management

May 2018

Georgia State University, Atlanta, GA • GPA: 3.7

SKILLS

Technical Skills: Freight Rate Negotiation, Logistics Management, Customer Relationship Management (CRM), Data Analysis

Tools & Frameworks: TMS (Transportation Management System), SAP Logistics, Excel, Salesforce