

MICHAEL R. SOLOMON

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SR. MANAGEMENT POSITION IN TRANSPORTATION, LOGISTICS, OR SUPPLY CHAIN

Dynamic, entrepreneurial-oriented executive with a formidable record of achievement in strategic planning in Transportation, Logistics, and Supply Chain. Recognized for skill at turning around poorly performing divisions, guiding successful start-ups, joint ventures, and building or rebuilding supply chains. Accustomed to interacting and working closely with all level executives across industry and cultural lines.

Demonstrated success in freight cost reduction and supply chain improvement, all modes of transportation, while establishing reliable customer service. Tenacious in building new business relationships, securing and maintaining vendor loyalty and forging customer loyalty.

Core competencies include:

- Leadership
- Organizational Design
- Business Planning
- Solution Strategies
- Operations/General Management
- P&L Management Capability
- Superior Customer Service Skills
- Vendor Retention Proficiency
- Mergers and Acquisitions
- Due Diligence Reporting
- Joint Venture Orchestration
- Team Focused

Solomon Consulting, LLC- President/CEO Established April, 2004. See www.solomon-consulting-llc.com.

Since January, 2017, my consulting practice has included a large group of international freight forwarders, cross border Mexico/US trucking companies, air freight forwarders, airlines and national account sales between the above entities. Growth at Solomon Consulting has been substantial due to the activity in the international market place. Being headquartered in the greater Miami area allows me to be in touch with areas of international commerce and share this arena with all my clientele.

Nature's Second Chance Hauling- private fleet of 120 vehicles serving two major paper companies nationally in multiple locations with specially designed trailers moving scrap paper on dedicated routes of major retailers. Solomon Consulting designed a specialized backhaul program for general commodities which would add revenue without disturbing the dedicated trucking daily operation, and utilizing only 20% of the available fleet when available, Was able to generate \$5,000 to \$10,000 per truck monthly, with little or no additional expense; \$400,000 in fourth quarter revenue.

NOTS Trucking Services-VP Sales & National Accounts, 10 Terminals in the Midwest, serving Kentucky, Indiana, Illinois, Missouri, Tennessee and Kansas, 650 pieces of equipment, 350 employees, \$25 Million in sales annually Increased revenue and per shipment revenue. See www.qonots.com

Turtle Mountain, LLC- VP Customer Service & Supply Chain, expanded supply chain to accommodate company growth, established inbound materials management program, while reducing freight cost to sales, by 2.5% annually or 1.5 million to the bottom line in 2010. See www.turtlemountain.com

BNSF Logistics- Vice President Sales & Marketing, responsible for managing sales, marketing and staff for \$300 million 3PL , primarily in national account sales.

MRS Freight Forwarding Services, Inc.-Owner/President/CEO- Began in 1986 with one client, "Builders Square" base account and sold out to BNSF Logistics in 2003- sales in excess of \$20,000,000.

Columbus Retail Merchants Delivery, Columbus, Vice President Pricing, Marketing & Sales, for 2,000,000 square foot warehousing, Over the road truck fleet of 650 tractors and trailers, and 125 door break bulk distribution center, servicing the five state area of Ohio, Pennsylvania, Indiana, Michigan, and Kentucky, major retailers and grocery chains in supply chain. Annual sales of \$35,000,000, with a 400 national account base of vendors to the national retail, grocery, and institutional foods companies.

Education/Professional

Graduate Memphis State University - 2 year interstate commerce law degree.

Graduate University of Missouri, St. Louis, Transportation Management Program

Southern Illinois University - Business and Accounting Program

Lecturer at University of Wisconsin, Madison, School of Business and Southern Illinois University, Edwardsville