

JAMES "LEON" WOLFE

6 Cedartown Street (POB 100)
Cave Spring, GA. 30214

RESUME OF QUALIFICATIONS

Mobile: 423.432.3684
email: jimlw5@hotmail.com

CAREER HISTORY

- 2005-2009** **Traffic Manager**, WNA, Chattanooga, Tennessee.
Direct company's program for transportation of all inbound and outbound freight and account for costs. Evaluate and select suitable modes of transportation and carriers for cost effectiveness. Negotiate LTL and TL carrier rates and tariffs. Develop a carrier scorecard to evaluate carrier performance for customer satisfaction. Handle all OS&D claims in a timely manner. Develop a Corporate Fuel Surcharge table for effective cost control. Appraise shipper quality and timeliness and audit all freight bills. Had a proven track record for saving company hundreds of thousands of dollars in freight costs during tenure.
- 2004-2005** **Owner/Operator**, ACCSUESORIES, Chattanooga, Tennessee.
Design/implement all financial tracking/reporting procedures, inventory control and warehouse functions, and customer service. Includes shipping/receiving and a "hot shot" trucking business.
- 1998-2004** **Manager**, COVENANT TRANSPORT, Chattanooga, Tennessee.
Supervise 450 owner-operators. Plan/deliver seminars on proper business practices, creating P&L statements, balance sheets, and generally accepted bookkeeping practices. Also serve as Plan Administrator for the lease purchase program, selling trucks to drivers employed by the company and used equipment throughout the area. Additional responsibility to supervise team coordinators and teaming drivers with appropriate partners. Additional experience in customer service, dispatch, and as a broker.
- 1990-1998** **Owner**, J.L. WOLFE CO., Chattanooga, Tennessee.
Full administrative responsibilities for a janitorial, carpet cleaning, and building maintenance company, 3 convenience stores and 3 gasoline stations. Hire/train 43 employees, monitor P&L, control inventory, purchase equipment/supplies, and negotiate with vendors to procure quality products/services. Introduce a shrinkage reduction program significantly increasing sales. Generate bids for janitorial services.
- 1985-1990** **V.P. Sales/Operations**, PREMIER OIL CO., Ooltewah, Tennessee.
Start as traveling salesman, promotion to VP of Sales, then to VP of Sales and Operations. Responsible for all company internal functions including warehousing, buying, and all inbound/outbound trucking. Hire/train/motivate 3 territorial salesmen while personally developing and servicing key accounts in excess of \$500K in monthly sales. Set/establish sales programs, individual and financial goals, and customer service standards/follow ups. Inside sales and customer service experience. Direct daily operations of 40 employees.

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CAREER HISTORY continued

- 1982-1985** **Director of Rate, Tariff, and Billing, SOUTHWEST MOTOR FREIGHT,**
Chattanooga, Tennessee.
Oversee/direct day to day functions of 9 employees doing all billing functions for this busy distribution company with approximately \$100M/year in revenue. Work with staff attorney to write tariff regulations and filing rate schedules with the ICC.

- 1976-1982** **General Supervisor, 3M COMPANY, Chattanooga, Tennessee.**
Original position as shift supervisor. Train 23 employees to increase production by 30%. Promotion to supervise 203 employees and 6 supervisors in 3 departments. One of 2 people offered jobs at other locations when plant closed.

- 1974-1976** **Assistant Terminal Manager, ROADWAY EXPRESS, Opelika, Alabama.**
Sales/supervision and public relations for pickup and delivery of local freight. Also experience as line haul and city dispatcher.

EDUCATION/TRAINING

- On-going Dale Carnegie seminar, Performance Management and Management by Objective, and Effective Communication courses at Chattanooga State.

- 1975-1976 Pursuing MBA at Auburn University, Auburn, Alabama.

- 1974 **B.S. Business, UNIVERSITY OF TENNESSEE at CHATTANOOGA,**
Chattanooga, Tennessee.

- Presently **Pilot, Commercial, Instrument and Multiengine license with 4000+ hours.**

US Navy Veteran

REFERENCES Available upon request.