

Chad E. Almjeld

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Seeking

Experienced leader looking for a culture and opportunity fit

Skills

- Experienced Traction EOS Integrator
- Passionate and humble leader
- Integrity, character, and dependability
- Talent identification, team building, teaching, and motivating
- Well-rounded sales, operations, and financial experience
- Strong problem solving, analytical, communication, and process building skills
- Accountable integrator who can execute the plan

EDUCATION

- Bachelor of Science in Accounting, St. Cloud State University, St. Cloud, MN

PROFESSIONAL EXPERIENCE

President

TEN Logistics, Inc.

June 2016 – July 2019

- Built a \$15MM truckload brokerage from scratch in less than 30 months
- Recruited, hired, trained, mentored and led a high functioning team
- Generated an efficient \$1.2MM in annual sales per team member
- Added multiple quality blue chip customers and kept over 45-day AR at less than 2%
- Vetted and deployed the latest cloud based and paperless technology and processes (carrier onboarding, TMS, insurance proof, carrier sourcing)
- Grew monthly sales from \$0 at the start of 2017 to \$1.2MM by Q1 2019
- Full P&L responsibility
- Self-implemented Traction EOS

General Manager

Logistics Planning Services

April 2012 – June 2016

- Part of the Traction EOS leadership team - Participated in executive leadership and strategy – Setting the long-term direction of the organization with other company leaders
- Managed a \$65MM Transportation Division (Full P&L, Budgeting, Planning, Sales, and Operations)
- Grew a seven-person operations team with two outside sales representatives into a 28-person team with six salespeople, six account managers, and 16 operators in less than three years
- Performed quarterly customer business reviews with key customer stakeholder
- Traveled with salespeople and assisted with the selling of major opportunities
- Met regularly with national, regional, and local carrier representation to negotiate pricing
- Led the rebranding of our service offering (UI and UX)
- Spearheaded the development of a new inbound marketing/sales strategy

VP of Operation **Logistics International, L.L.C** **January 2008 – March 2012**

- Led three department leaders and 50 total employees in the daily operation of a \$30MM fulfillment, transportation, and project logistics company
- Project managed the implementation of a new warehouse management system and the lean 5S restructuring of a 1.53M square foot warehousing and fulfillment facility with 20M stock keeping units
- Implemented lean process improvements in the customer service and transportation departments that saved \$480M in 2011 over 2010
- Priced, sold, negotiated, and executed multiple large scale and high-profile projects (Staples New Jersey 2011, Kohl's New Hampshire 2011, Life Time Fitness Toronto 2012)

Owner **Premium Home Services, Inc.** **June 2005 – January 2008**

- Launched and led a residential and commercial handyman company
- Increased sales 63% in year two and 46% in year three
- Achieved 99.4% customer satisfaction as measured by ServiceMagic testimonials
- Obtained and kept current my general contractors licensing status

District Sales Manager **CNH Capital/CIT** **August 1997 – June 2005**

- Managed construction and agriculture dealer networks in the Midwest (MN, IA, ND, SD, CO, MT, WY)
- Provided retail and wholesale loan and lease financing solutions to dealers and customers (farmers and contractors)
- Obtained MN and CO insurance producer's license and sold property/casualty insurance, extended warranty, and loss damage waivers
- Conducted quarterly training sessions with dealer salespeople to increase market penetration
- Joined salespeople on field sales calls to support the brand and collaboratively sell both equipment and financing