

Michael T. Wilks

PROFESSIONAL EXPERIENCE

Mercer Transportation Co.
National Account Executive

2004-Present

Managed key accounts with focus in the Refractory, Metals, and Construction Products Arena. Completed the sales and management process through effective communication and detailed expectations with the client to reach a profitable solution. Worked with 95 field offices as well as corporate dispatchers in the account management with follow up on revenue opportunities. Increased revenue by offering new solutions with Dedicated and Single Source Solutions to existing clients. Worked with the IT Department in providing Service Reports to those customers with special needs to demonstrate our value added services. Negotiate pricing and service agreements with corporate customers.

Dayton United Metal Spinners Co.
Treasurer

2006-present

Assumed this position in the company as a result of a death in the family. Manage the financial, cost and operational accounting and reporting for the company. Turnaround management, taking the company from a loss of over \$90,000.00 to a profit of \$43,000.00 in two years. Improvements included change from a cost basis accounting to an activity based costing system. Negotiated health and welfare benefits for an eight person workforce. Reduced obsolete inventories, and non-profitable product lines. Worked with employees to reduce workforce and improve efficiencies. Developed Website, and Social Media sites. Purchased CNC equipment for improved efficiencies and increase profits.

Freshway Logistics, LLC, Sidney, OH
Director of Transportation

2003-2004

Direct all aspects of a for hire motor carrier, primarily serving the parent company's distribution network. Company supplies fresh cut produce and retail salad kits to the food service industry. Coordinated daily distribution activities with customer service and plant manager to assure customer needs, sales requirements, and production deadlines were met. Implemented on time departure program to increase customer service and meet regulatory requirements. Spearheaded sales and business activities to increase operating unit's profitability. Full P&L responsibility – ensuring proper pricing, expense control, and systems/technology integration.

Mercer Transportation Co., Inc. Louisville, KY
Regional Sales Manager – Central Region

1997-2003

Company is the second largest specialized carrier in the U.S., serving diversified industries including primary metals, construction products, industrial equipment, and military. Direct sales presentations to key executives and front line managers. Increased region sales through introduction of new commissioned agents and market development of existing agent base. Implemented dedicated fleet programs at strategic accounts. Introduced third party logistics programs to the company. Increased sales by implementing and training other regional managers in contact management software. Responsible for market growth in the region.

Pittsburgh Logistics Co., Middletown, OH
General Manager

1995-1997

Company is the largest Third Party Logistics (3PL) provider to the metals market. Was recruited by their largest client to manage over 600 shipments per day from 2 producing mills in 2 states. Coordinate daily shipments planning with Sales, Customer Service, Production Planning, and Mill Operations Managers. Direct the activities of the dispatch, tracing, billing, and information systems departments. Integrate 3PL programs at 3 additional clients. Integrate company's core carriers into additional client base.

Contech Construction Products, Inc., Middletown, OH

1990-1995

Freight Administrator

Company is the largest manufacturer of corrugated steel pipe and related drainage products, servicing state, federal, and local highway projects. Coordinated inbound shipments for 46 manufacturing facilities, with materials managers, plant supervisors, and vendors. Implemented intermodal program to reduce costs, while maintaining minimal inventory levels at select plants. Provided liability protection and cost reduction by instituting contract carrier program. Was responsible for cost allocation, and establishing cost standards.

EDUCATION

University of Wisconsin

Continuing Education Program February 2005

Buying and Selling of Transportation Services

The Ohio State University, Columbus, OH

Bachelor of Science: Business Administration, 1986

Specializing in Production and Operations Management

The Franciscan University of Steubenville, Steubenville, OH

Engineering Science – Attended 1982-1983