

Rich Flora

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- Over 20 years experience in the intermodal transportation industry.
- Successful in sales, operations, and IT project management.
- Can obtain 20' / 40' / 45' / 48' / 53' shipping containers.
- Can obtain 20' / 40' / 48' / 53' container chassis.
- Available for fulltime position or ad hoc consulting assignments.

Major Accomplishments that contributed to profitability:

- Generated over \$2.5 million in revenue reselling shipping containers, chassis, and large trucks to US / foreign buyers.
- Developed highly complex financial models to control equipment purchasing and shipping expenditures.
- Managed the shipment of equipment to Europe and Russia.
- Implemented tracking, billing, and maintenance systems.

Added value I can bring to an organization to increase profits:

- Find new customers and establish relationships.
- Develop and document improved procedures.
- Lead teams using project management techniques.

Education

- BS Transportation Management, Niagara University
- MBA Marketing Management, Long Island University
- Post Graduate Certificate – MIS, Pace University
- Six Sigma Green Belt Certification, Chicago Deming Association, Naperville, IL