



# Transportation Manager

**SALARY RANGE (2017):** \$50,000-\$93,000

I am the core component of a transport company. My job covers every aspect of the business, be it documenting, scheduling, tracking, and so on. Anything that has to do with getting goods and services from point A to point B and what they do there is my job. I can micromanage any number of miniscule factors to complete my job, and I can succeed even through the difficulties of balancing many factors with time, quality, and cost targets.

**The Tip:** Refine your skills through volunteering in your community. This is an accessible way to build evidence that you can do what you say you can do. Once you prove it, someone will hire you to do it.

## PRIORITY KNOWLEDGE AND SKILLS:

### Customer Relationship Management

Knowledge & ability to:

- Apply principles of CRM
- Manage a sales process
- Compelling presentation & report writing
- Develop & execute a distribution strategy
- Leverage e-commerce
- Develop & execute a merchandising strategy
- Leverage co-operative marketing
- Provide customer support
- Develop & execute a pricing strategy

### General Management

Knowledge & ability to:

- Manage budgets
- Manage projects
- Negotiate contracts
- Conduct competitive analysis
- Conduct environmental scan
- Leverage contextual knowledge
- Analyze data & leverage business intelligence
- Develop and manage forecasts
- Manage business intelligence and analytics
- Negotiate and manage contracts

### Internal Supply Chain Management

Knowledge & ability to:

- Collaborate with partners in product/service design
- Manage inventory and warehousing
- Manage order fulfillment
- Manage transportation logistics
- Design, establish and manage related contracts
- Identify and develop strategic sourcing relationships
- Establish strategic and tactical SCM plans and processes

## BUILDING BLOCK EXPERIENCES:

<b>Education &amp; Learning:</b> <ul style="list-style-type: none"><li>● Bachelor of Business Administration (minor in SCM)</li><li>● Completed co-op program</li><li>● Completed multiple courses in logistics and transportation</li></ul>	My first co-op placement was as a logistics coordinator for a local trucking company and my second This inspired me to build a career in transportation.
<b>Employment Experiences:</b> <ul style="list-style-type: none"><li>● Did a summer working for the local transit authority. In this role, I discovered the complexity of well-designed transportation systems.</li><li>● Completed a co-op placement with a local trucking company.</li><li>● Over the past decade, I have worked for two large logistics company and most recently was promoted to a management role.</li></ul>	Transportation is a huge field. From my summer jobs to my co-op and my first decade, I intentionally explored different roles and organizations. I soon discovered, a job title is only a job title and not the job. The job is defined by the organization, its scope, mission, culture and people.
<b>Community Experiences:</b> <ul style="list-style-type: none"><li>● Volunteer operations manager for a local children's charity</li><li>● Board member of local chapter of the Supply Chain Management Association.</li></ul>	Engaging in these activities was intentional. They offered an opportunity to develop skills and build a network while giving back to my different communities.
<b>Contextual Experiences:</b> <ul style="list-style-type: none"><li>● Mission-focused travel</li></ul>	I don't go on holidays. I go to make a difference. Every trip I take must have a mission.
<b>Relationships:</b> <ul style="list-style-type: none"><li>● Actively network with influential community leaders—in both the private and public sectors</li></ul>	For me to succeed in this job, I needed to passionately build and cultivate networks. I am strategic, intentional and patient. I recognized I needed to invest in relationships for the long haul and focus on reciprocal benefits.