**GUY BYARS**

Gulf Coast/New Orleans (817) 405-9297

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**PROFESSIONAL SUMMARY**

Proven transportation sales and operations senior executive with at least fifteen years of experience in: multiple-location sales and operations terminal P&L management, inside/outside/agent sales strategic administration and sales management/talent development, domestic and international brokerage/3PL management, plant and warehousing operations management and technology project management. Major strengths include:

* 3PL and Asset Truckload Growth
* Employee Sourcing/Retention
* LTL/TL Business Development
* US, Canada, and Mexico Logistics
* Inside, Outside, Agent Sales Acceleration
* TL, LTL, Flatbed and Intermodal Logistics
* TMS, CRM and ERP Implementation
* Computer and Network Hardware

**RECENT ACCOMPLISHMENTS**

* Grew an established flatbed broker from $60mm in 2017 revenue to over $100mm in 2019, spinning off specialized, oil & gas/energy, and dedicated divisions while adding over 200 customers.
* Created a $10mm domestic US brokerage in Dallas for an established Canadian carrier in one year, a decentralized sales model centered around a successful value-add and organic operations center.
* Guided the Echo Dallas branch from a headcount of 19 to over 90, and a net revenue of $15mm per year to over $55mm. Fostered carrier sales, recruiting, enterprise operations and talent/L&D teams.

**PROFESSIONAL EXPERIENCE**

**JONES LOGISTICS, INC.,** Hattiesburg, MS 2017-Present

**Vice President.** Lead a flatbed brokerage with $60mm in revenue, 90% of which was one customer, to over $100mm in fifteen months with a diversified and sustainable customer base and tech-empowered ops team.

**C.A.T. GLOBAL, INC.,** Dallas, TX 2015-2017

**Vice President.** Created a domestic brokerage division within an established international carrier that became profitable within its first year and an office of nine employees producing $10mm in revenue.

**ECHO GLOBAL LOGISTICS,** Dallas, TX 2012-2015

**Branch Manager.** Grew a branch inside sales office into Echo’s largest, most operationally diverse, and profitable business unit over the course of three years; quadrupled head count, helped establish four new decentralized executive positions and business units, and closed the largest 4PL customer at Echo.

**SCHNEIDER NATIONAL INC.,** Dallas, TX 2010-2012

**Senior Carrier Sales Team Leader.** 3PL Client and Carrier Sales/Operations Management.

**JACK COOPER TRANSPORT COMPANY**, Arlington, TX 2004-2010

**Logistics Supervisor/Operations Manager**. Automobile Logistics Asset Operations, Union Negotiations.

**AWARDS AND RECOGNITION:**

**Manager of the Quarter: 2013 Las Vegas Reward Trip Recipient: 2014**

**Augusta Masters Reward Trip Recipient: 2015 Berkshire Hathaway Select: 2018**

**EDUCATION**

1998 – 2003: BBA: MIS/CS: Kansas State University, Manhattan, KS; Baylor University, Waco, TX