

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