

GUY BYARS

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PROFESSIONAL SUMMARY

Sales and operations management professional with seven years experience in transportation logistics, brokerage, sales and information technology. Unique blend of deep technical knowledge and broad sales experience. Specialize in identifying and prioritizing opportunities and coordinating disparate groups to synthesize viable solutions. Major strengths include:

- Solution Selling
- Rail, Plant and Dock Logistics
- Cost Containment
- Employee Training/Motivation
- Theory-of-Constraints (TOC)
- Quality Assurance (QA)
- Safety Programs
- Client Management
- Microsoft Word, PowerPoint, Excel, Access
- Computer and Network Hardware

ACCOMPLISHMENTS

- Recruited, developed, and sustained \$1.3 million annual-revenue account as Regional Sales Manager. Interviewed, hired, and motivated additional brokerage, logistics, customer service and dispatch personnel to integrate infrastructure to accommodate client's needs.
- Re-engineered and maintained follow-through of failing terminals in Oklahoma City, OK and Mesquite, TX from Arlington, TX. Shifted rail and truck routing and lanes, in order to maintain both terminals' profitability. Retained General Motors contracts, despite GM's roiling economic turmoil and being the higher cost provider.
- Designed and implemented a highly experimental retail kiosk which exceeded the sales forecast by 47% and achieved 0% loss of its high-risk inventory, which was the primary concern of management.
- Synthesized, planned, and executed region-wide marketing operation consisting of three retail locations, staffing each with a team of fourteen professionals. Resulted in sales of \$856,000 which exceeded the quota of \$500,000.

PROFESSIONAL EXPERIENCE

JACK COOPER TRANSPORT COMPANY, Arlington, TX 2004-Present
Logistics Supervisor/Operations Manager. Daily routed 1,700 automobiles via 150 teamsters across the United States through truck lanes, rail heads, and dock operations.

- Managed operations at Arlington, TX, Oklahoma City, OK, and Shreveport, LA with an eye toward nationwide daily backhauls to maintain profitability and meeting, setting, and/or negotiating dynamic shipping requirements of seven different automobile manufacturers.
- Each year achieved at least 13% decrease in paid claims frequency, CMV and non-CMV accidents, and injuries while increasing revenue.
- Pioneered new used-car auction business during recession to buttress the revenue loss by client failure and reorganization.

- Controlled and organized partial operations move to Mesquite, TX rail yard in order to keep costs low enough to maintain General Motors contract, thereby maintaining current staff and actually increasing revenue. Arlington terminal was the only profitable terminal out of thirty-seven in 2009, which is directly attributable to the operations shift and employee motivation and effort.

ALA CARTE, INC. Chicago, IL 2003-2004
Concept Leader/Sales Manager. Developed and integrated staffing and marketing changes in twelve restaurant locations in Chicago proper.

PARALLEL EXPERIENCE

TWIN CITY TRANSPORTATION, Dallas, TX 2009-2010
Regional Sales Manager. Hired to create the first Texas regional office, both brokerage and sales/marketing. A twofold task: developed and fostered clients to elevate revenue-hemorrhaging lanes and created and buttressed brokerage and burgeoning third-party logistics presence.

- Generated \$1.8 million revenue in the first year, which included securing a \$1.3 million client that had been previously approached.
- Organized East-to-West coast lanes through Dallas hub, increasing profitability and revenue by over 32%, minimizing backhaul loss and negotiating the revenue-loss traffic.

TEXAS CHRISTIAN UNIVERSITY, Fort Worth, TX 2008-2009
Computer Hardware and Network Engineer (Contract). Managed initiative to replace entire campus' computer hardware equipment. Overseeing team of five technicians in the field while ensuring end-user operability, proper departmental software and peripheral installation, and troubleshooting.

GAMESTOP, Arlington, TX 2006-2008
Store Manager. Managed daily store operations and sales, catalyzing at least a 25% yearly revenue increase despite the economic fluctuations.

M&M/MARS, INC. Dallas, TX 2005-2006
Regional Manager/ Area Director. Pioneered Flavia product development rollout through completion; designing, planning, staffing, training and leading three separate retail and marketing operations and exceeding regional quota by \$356,000.

EDUCATION

1998 – 2003: Kansas State University, Manhattan, KS; Baylor University, Waco, TX