

I am looking for your help with a retained search that I am conducting for a Fortune 500 client that is experiencing double-digit net-sales growth and increasing their US market presence. The new **Director of Transportation** will be based at corporate headquarters and oversee all of the logistics, shipping, and transportation operations for the direct-to-consumer division.

Please let me know who you can nominate for this opportunity or to whom you can direct me that might know of someone else that would be a good fit.

- Compensation package in the high \$100,000's (including substantial base and bonus), plus a very lucrative long-term incentive program
- Succession planning will lead into a Vice President level role
- Four-year degree strongly preferred
- **Direct-to-consumer or business-to-business experience is necessary**
- Looking for a "parcel expert"
- Responsible for:
 - Managing the relationships with small parcel and LTL carriers for outbound order fulfillment; negotiating agreements and addendums
 - Setting up new vendors with carriers for all drop ship
 - Shipping P&L; determining proper Freight Class for each item in catalog and tracking revenue collected vs. spent for all carriers in drop-ship network as well as company's main fulfillment site
 - \$60 million annual parcel spend
- Position will be based in the greater New York/New Jersey/Connecticut metropolitan area

Thank you in advance for your help. I look forward to hearing about your recommendations.
Sincerely,

Andrea L. Perez

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