Andre Mitchell

SALES EXECUTIVE

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SUMMARY

Sales executive with 8 years in B2B freight and logistics sales, bringing in new shippers for a Memphis third-party logistics provider. Builds pipeline through prospecting and referrals, leads presentations to supply chain directors, handles negotiation of multi-year contracts and forecasts every deal in Salesforce.

SKILLS

B2B Sales • Salesforce • Negotiation • Presentations • Prospecting • Pipeline Management • Contract Pricing Excel • Microsoft Office • Relationship Building

EXPERIENCE

Sales Executive 02/2022 - Present

Delta Crossroads Logistics Memphis, TN

Third-party logistics provider with warehousing and truckload brokerage.

- Win 14 new shipper accounts a year, adding **$6.8M** in annual freight revenue in 2025.
- Lead discovery and presentations for supply chain leaders at manufacturers with $50M+ in sales.
- Negotiate 1- to 3-year contracts on rates, lanes and service levels, holding net margin at 16%.
- Forecast a $12M pipeline in Salesforce with 90% forecast accuracy each quarter.

Account Executive 04/2020 - 01/2022

Bluff City Freight Services Memphis, TN

Freight brokerage moving 40,000 loads a year.

- Grew a book of 40 shipper accounts from $3.5M to **$5.9M** in revenue.
- Prospected 200 manufacturers a quarter by phone, email and LinkedIn, setting 20 first meetings a month.
- Built lane pricing models in Excel that cut quote turnaround from 2 days to 4 hours.
- Retained 95% of accounts through quarterly business reviews with shipping managers.

Sales Coordinator 06/2018 - 03/2020

Mid-South Courier Memphis, TN

Same-day courier and local delivery company.

- Quoted 25 local delivery requests a day and followed up on each within 2 hours.
- Booked **$1.2M** in new courier contracts with medical and legal offices.
- Maintained rate sheets and account records in Excel and Microsoft Office for 300 customers.

EDUCATION

Bachelor of Business Administration 05/2018

University of Memphis Memphis, TN

Marketing

CERTIFICATES

Certified Transportation Broker (CTB) 08/2021

Transportation Intermediaries Association