

Curriculum Vitae

Chasen J Todd.

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EDUCATION

Associate of Liberal Arts and Sciences

Lincoln Land Community College – Springfield, IL. 2011

CAREER EXPERIENCE

Bennett Motor Express 2019-present

➤ President of MOS Agency at Bennett Motor Express, one of the largest and most respected transportation companies in North America. Main focus is continuing to grow the agency with a specific focus in OS/OW customer base. Travel to new and current customers as well as job sites when required.

Pit Row Legal Solutions LLC, Pell City, AL 2019 – present

Partner

An Alabama based company providing:

- expert witness services related to transportation issues.
- Transportation consulting services in such areas as regulatory compliance services and training, expertise in navigating the unique multi-jurisdictional regulatory environment of highway transportation of goods and services, and maximizing efficiencies in freight movement.

Landstar

Regional Sales Manager 2017-2019

➤ In charge of sales across Wyoming, Colorado, and Utah. Tasked with overseeing all agents in that territory and identifying opportunities to grow each agency. Conducted sales meetings, job site visits, and new customer visits.

Pit Row Pilot Cars 2017

Director of Sales

➤ Develop key growth strategies by implementing weekly, monthly, and quarterly sales goals that ensures Pit Row stays competitive and innovative

➤ Business development – enhance relationships with current customers as well as developing relationships with prospective customers

Buchanan Hauling & Rigging

2015-2017

Account/Fleet Manager

- Direct point of contact for customers, ensure timely pickup/delivery, maintain client satisfaction and responsiveness
- Business development – enhance relationships with current and prospective customers as well as 1 Buchanan owner-operator drivers.
- Oversee Buchanan Owner Operator Fleet – daily communication ensuring all reaching satisfactory revenue, providing pertinent information to properly haul loads, D.O.T. regulations, maintenance, use of most efficient routes to ensure on time, safe and cost-efficient deliveries.
- Responsible for overseeing the day-to-day account activities of key customers. ▪ Main point of contact with assigned customers to provide exceptional service and trouble free account operation

Lenz Field & Sports Complex

2012-2015

Director of Baseball Operations

- Drive sales of sports venue services for a \$6M, six-field artificial turf complex, with responsibility for identifying new business opportunities as well as developing tournaments and other programs to increase revenue and public visibility
- Build business by utilizing online research, identifying decision-makers, establishing contact, and developing new relationships.
- Deliver sales presentations on available services and complex features for up to 200 participants
- Recruited, selected and hired 40 new umpires to meet demand of the growing sales program

References available upon request