

Michael G. Blanchard
3601 S. 57th Avenue
Cicero, IL 60804
708-217-0377
mblanch748@aol.com

NATIONAL ACCOUNT MANAGER

Sales Manager with experience in all aspects of bulk shipments of liquid chemicals and petroleum products, hazardous and non-hazardous, terminal operations, and sales management. Known for having detailed knowledge of the chemical logistics industry, industry contacts and an extensive history of sales results.

EDUCATION **Northeastern Illinois University** **Chicago, IL**
BA Business and Management (High Honors)

PROFESSIONAL ORGANIZATIONS

Traffic Club of Chicago
Clearing Cicero Traffic Council

RELEVANT EXPERIENCE

- 04/08 to 07/18 **Coal City Cob, Co., Inc. (Waxahachie, TX)**
Nationwide provider of liquid bulk chemical truck transportation.
National Account Manager, Coal City Cob, Chicago, IL
Prospect nationwide for new accounts. Expand and deepen business relationships with existing accounts.
- Have doubled my base salary through commissionable income which currently represents \$5 million in year to year sales growth.
 - I am the primary driver of sales revenue for terminals located in northwest Indiana, Charlotte, NC, Columbus, GA and soon to be: Winder, GA..
 - Sales funnel indicates being on track to close an additional \$5.4 million from first tier accounts and \$2.8 million in second tier accounts in 2015.
- 03/05 to 04/08 **AAA Fence Corp., Chicago, IL**
Residential and commercial fencing contractor.
Sales and Office Manager, Chicago, IL
Consult with residential and commercial prospects and accounts as to fencing needs..
Manage all aspects of office operation.
- Closed approximately \$60K per month in new business on annualized basis..
- 07/04 to 03/05 **Express One Chicago, Elmhurst, IL**
Reseller of DHL package delivery service, nationwide freight broker.
Account Executive, Elmhurst, IL
Prospect for new business throughout the Chicagoland area.
- Established approximately twenty new, regular business users of during this short time span.
- 3/01 to 07/04 **Tidewater Transit, Kinston, NC**
Nationwide provider of liquid and dry bulk chemical truck transportation
Regional Sales Manager, Chicago, IL
- Tasked with establishing a solid account base in the Midwest region.

- Developed two key multimillion dollar accounts, The Stepan Co. and Dow Chemical for the Chicago (Joliet, IL) terminal, as well as several other less significant revenue producers.

03/00 to 03/01 **Fort Transfer, Morton, IL**
Nationwide provider of liquid bulk chemical truck transportation
National Accounts Director, Morton, IL
Managed all sales activities in the northern U.S.

10/95 to 3/00 **Trimac, Calgary, AB/Louisville, KY**
Continent wide provider of liquid and dry bulk truck transportation.
Regional Sales Manager, Chicago, IL and Houston, TX
Responsible for selling all aspects of the company's service offering including domestic U.S over the road, international and 3PL.

VOLUNTEER EXPERIENCE

Traffic Club of Chicago
Board Member 2016-2018

Stickney Baseball Association
Chairman of the Board
Team Manager

Berwyn Cicero Council on Aging
Meals on Wheels Program

REFERENCES

Available upon request

