Ignatius Vandersloot-Achebe

Freight Broker

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SUMMARY

Freight broker with 6 years in truckload and LTL brokerage, managing a book of 22 shipper accounts worth about $4.1M in yearly revenue. Covers 55 to 70 loads a week at an average 15% gross margin, vets carriers for safety and insurance, and keeps on-time pickup above 95%. Works daily in McLeod PowerBroker, DAT and Highway.

EXPERIENCE

Freight Broker — Saguaro Lane Logistics

Phoenix, AZ · Mar 2022 – Present

- Grew a personal book from 6 to 22 shipper accounts in 3 years, reaching about $4.1M in yearly revenue.
- Cover 55 to 70 truckload and LTL loads a week, holding average gross margin at 15.2% through 2025.
- Vet every new carrier in Highway and FMCSA records, with 0 double-brokering losses across 3,000+ loads.
- Won a produce shipper's 14 weekly lanes by offering tracked reefer capacity, adding $620K a year.
- Keep on-time pickup at 95.8% by confirming every truck the day before and tracking loads in MacroPoint.

Carrier Sales Representative — Copperline Freight Partners

Tempe, AZ · Jul 2019 – Feb 2022

- Covered 40 to 50 loads a week from the DAT and Truckstop boards for 8 account managers.
- Built a list of 180 trusted small carriers, cutting average time to cover a load from 4 hours to 90 minutes.
- Negotiated carrier rates that kept 92% of loads at or above the target margin set by sales.

SKILLS

Sales and accounts: Prospecting, lane bids, rate quotes, account reviews, RFP responses, upselling new lanes

Carrier management: Carrier vetting, rate negotiation, capacity planning, fraud checks, carrier relations

Systems: McLeod PowerBroker, DAT, Truckstop, Highway, MacroPoint, Salesforce, Microsoft Excel

Freight knowledge: Dry van, reefer, flatbed, LTL, accessorials, claims, bills of lading

CERTIFICATIONS

Certified Transportation Broker (CTB), Transportation Intermediaries Association

EDUCATION

Bachelor of Science, Supply Chain Management, Arizona State University, 2019

Fictional example by FindAJobAI: the person, employers and numbers are invented.