



XPO Logistics

VP Revenue Management, North American Transport

Charlotte, NC

<http://www.xpo.com/>

THE COMPANY

XPO Logistics (NYSE: XPO) is a top ten global logistics company with 1,444 locations in 32 countries and over 90,000 employees. More than 50,000 customers like Ikea, Boeing, Disney and The Home Depot turn to XPO to manage their goods more efficiently throughout their supply chains. Customers trust XPO with an average of 150,000 shipments and over five billion inventory units every day. XPO is credited with the ability to handle more expedited shipments than any other freight manager. It employs over 1,600 IT specialists and invested \$425 million each year in technology.

XPO is both the second-largest freight brokerage provider and the second-largest contract logistics provider in the world as well as the second-largest less-than-truckload (LTL) carrier in North America. It is one of the top 20 truckload carriers in the United States. XPO is ranked #17 among innovative growth companies and #263 among America's best employers by Forbes. In Europe, it has the largest owned trucking fleet and the largest platform for outsourced e-fulfillment. In June 2016, XPO Logistics joined the Fortune 500 for the first time. One month later, XPO was named the Fortune 500's fastest-growing company.

XPO Logistics' corporate headquarters is located in Greenwich, Connecticut, and its European headquarters is in Lyon, France.

THE POSITION

The Vice President Revenue Management is a new role that will report to the President of North American Transport. S/he will lead and drive development of the customer segment pricing strategy, tool development and execution of base price systems and customer negotiations to exceed/meet goals for EBITDA, top line revenue growth, yield improvement and productivity standards. The Vice President will collaborate with multiple functions, including Operations, Finance, Information Technology, Business Intelligence, and Human Resources to ensure expectations set forth by executive leadership are met.



RESPONSIBILITIES & DUTIES

- Develop and drive revenue management (growth and yield improvement) strategy and tactics which deliver corporate EBITDA goals.
- Develop and drive tactics that deliver top-line revenue and yield improvement by customer segment (National, 3PL and Local)
- Achieve organizational transformation design, including delivery of tools & components of the IT/Pricing Roadmap as scheduled.
- Collaborates with multiple functional areas such as sales, marketing, operations, finance and network/engineering teams to develop and achieve overall results.
- Directly supervises up to 1-2 non-supervisory employees

KNOWLEDGE, SKILLS AND ABILITIES

- Knowledge and experience with quantitative methods for pricing analytics.
- Proven track record developing effective pricing strategies.
- 5+ years of experience in a leadership role in travel or transportation field a plus.
- Proven ability to lead large functional organization in a distributed BU environment (P&L responsibility lies with various units in the field and functional organization supports BUs)
- Demonstration of high level competencies in the areas of effectively dealing with concepts and complexity, developing direct reports, process management, ethics and values, and communicating an inspired and shared vision.
- Excellent data navigation, interpretation, and quantitative analysis skills.
- Proficient with Microsoft Office Suite (Excel, Word, PowerPoint, and Outlook).
- Knowledge of hazardous materials regulations, and OSHA and Department of Transportation rules and regulations a plus.
- Demonstrates a passion for results and drives to exceed expectations
- Analyses and synthesizes data to assess situations and find actionable solutions.
- Strong fluency in Windows applications and Microsoft Office programs, such as MS Project, Word, Excel, Access and PowerPoint.
- Demonstrates ability to create complex formulas in MS Excel; create queries in company software applications.



REQUIRED AND PREFERRED QUALIFICATIONS

Required Experience: 5+ years of Revenue management experience in a senior leadership role, in a network based business

Preferred Education: Bachelor's degree in Marketing, Business, Logistics/Supply Chain or Finance; or equivalent experience. Master's or advanced degrees a plus.

APPLICATION PROCESS

All inquiries, nominations and applications are to be directed to XPO@dubrof.com. Applications should include a letter of interest and resume in MSWORD. Please indicate in your cover letter where you learned of the opportunity. NO PHONE CALLS PLEASE.

Please note that only those candidates invited for screening will be contacted.

XPO Logistics is an equal opportunity employer and does not discriminate against employees or qualified job applicants based on race, religion, color, sex, age, national origin, disability, veteran status, marital status, sexual orientation, gender identity, genetic information, or any other status or condition protected by applicable law. This policy extends to, but is not limited to, recruitment, selection, compensation, benefits, promotion, training and termination.