

# CHRISTINE L. RUSSO

## **EXPERIENCE:**

### **UPS SUPPLY CHAIN SOLUTIONS**

**May 1999-Present**

*Global Director of Solutions*

*General Manager/Senior Program Manager*

*Vice President of Integrated Solutions*

*Vice President of Business Development*

Responsible for leading teams in managing a \$90 million P&L to include assets; managed strategic planning to grow revenue and establish market positioning; responsible for the global leadership of the \$60 million Nokia account worldwide.

- Management of a direct and indirect staff to support the logistics business for Strategic Global Accounts of Nokia, ICI Paints (Glidden), Coca Cola, Ethicon, Hewlett Packard, and Almatris (Alcoa).
- Successful performance management of a staff of 25 through Balanced Scorecard methodology.
- Public speaking and presentations to internal and external senior stakeholders.
- Involved in strategic planning with multi-level groups of the company including senior executives in order to develop market strategy and brand recognition.
- Extensive experience with customer service, customer relations, revenue development, and key stakeholder engagement.

### **SCHNEIDER NATIONAL**

**1994-April 1999**

*Director of Regional Services*

*National Account Manager*

*Regional Sales Manager*

Managed all aspects of the business for FL, GA, and AL. Responsible for the following national accounts: Mercedes Benz, Southwire, Anchor Glass, Bacardi, Home Depot, and Georgia Pacific-Southeast.

- Orchestrated a diverse portfolio of logistics programs for national accounts.
- Grew the business at Anchor Glass from \$200,000 to \$2.2M.
- Increased the business at Georgia Pacific from \$1.5mm to \$3.0M.
- Secured Home Depot intermodal business with start up program \$2.0M.

**AMERICAN AIRLINES**  
**Sales Manager**

**1987-1994**

Responsible for the management of accounts in FL, the Caribbean, Europe, and Latin America. Selected by the Vice President of the Cargo Division to participate in a re-engineering task force that involved examining our business, bench marking other companies and developing a new design for American Airlines Cargo. Made weekly presentations to the Vice Presidents of the corporation and in the final phase provided field education and implementation.

- Created a logistics program for McDonalds to distribute fresh product internationally that produced \$1 Million of revenue.
- Exceeded revenue goals for all seven years by an average of 28%.
- Top producer in the Southeast Region for 1989.

**PILOT AIR FREIGHT**  
**Sales Manager/Terminal Manager**

**1986-1987**

Responsible for the operation and sales of transportation services including supervision of a staff of 7 and equipment/property valued at \$500,000.

- Promoted to Sales and Terminal Manager in Orlando after only 8 months in the industry.
- Managed the activities of operations, sales and a location P&L.

**EDUCATION** Westminster College, BA English and Education  
Oxford University, Oxford, England

**PROFESSIONAL AFFILIATIONS: CERTIFICATIONS**

National Association for Female Executives  
Mayor Hood's Naval Training Reuse Committee  
Florida Executive Women  
Orlando Economic Development Committee  
American Management Association  
Orlando Air Cargo Association, President  
Marquis Who's Who  
Who's Who in Finance and Industry  
Certified Master Sales Training  
Negotiating Skills  
Council of Logistics Management  
Teaching Certificate