

**Pascal J. Gouteix**  
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**SUMMARY**

Global Logistics expert with proven success at increasing revenue and market share by developing new lines of business and adding momentum to sales efforts. Bi-lingual sales professional creating and executing strategic plans that open doors in the US as well as overseas.

Sales and management experience.

Languages

- \* French – Native
- \* English – Bilingual
- \* Spanish – Working proficiency

**EXPERIENCE**

FLEXPORT | USA

Mar 2019 – Jan 2020

**AIR BUSINESS DEVELOPMENT MANAGER**

Subject Matter Expert for the sales force to help drive success in increasing Flexport's air footprint

AGILITY GIL | USA

Aug 2018 – Jan 2019

**DIRECTOR, COMMERCIAL SUPPORT**

Focusing on ensuring the sales support structure is effective in implementing, retaining & developing the assigned customer portfolio as well as leading & developing the team. Overseeing all aspects of customer relationship team's policies, objectives & initiatives

PANALPINA, INC. | Atlanta, GA

Nov 2017 – Jul 2018

**Route Development Manager | Transatlantic**

Manage route development to grow and strengthen Panalpina's position in Western Europe platforms. Maintain relationships through trips to visit clients' headquarters and Business Units. Collaborate with local sales and operational forces in the US and overseas.

CH ROBINSON WORLDWIDE | Atlanta, GA

May 2009 – Aug 2017

**Key Account Manager | Global Account Center**

May 2015 – Aug 2017

As part of the Global Account Centers' strategy, selected to concurrently work in the role of Strategic Sales for identified key accounts. Manage RFI, bid, and proposal development and presentation. Implement operation procedures & develop competitive and effective cost structures. Conduct periodic business reviews and make strategic suggestions to clients.

Creating and executing, as key account manager, the initial sales development strategy on a regional, national and international level, leveraging company tools to provide key accounts with increased visibility in logistics spend to better manage their supply chain, better control their logistics needs

**Route Development Manager – France and BeNeLux | Global Forwarding**

May 2009 – May 2015

Manage route development to grow and strengthen CH Robinson's position in Western Europe platforms for a global forwarding division of a logistics provider. Serve as corporate ambassador at industry tradeshows to increase awareness of the company brand. Maintain relationships through trips to visit clients' headquarters and Business Units. Collaborate with local sales and operational forces in the US and overseas.

LOGFRET, INC. | Atlanta, GA

Aug 2006 - Mar 2009

**Southeast Regional Manager**

Managed the revenue stream over ten states (Virginia to Florida and west to Texas). Networked and negotiated with various domestic and international carriers and regularly monitored their performances. Hired, managed and coached customer service, sales and operation personnel. Ensured that the clients followed these regulations. Direct report to CEO (activity, competitive analysis, P&L, forecasts).

- Started office from scratch, built sales and operations teams, and stimulated sales in portfolio of small and medium size accounts, developed large accounts business relationship Developed internal processes for operation and sales personnel to better handle clients' requests (standard quote form and rates sheet)
- Increased the customer's awareness of constantly evolving U.S. and International laws related to import / export activities (customs, documentation, sales terms, packaging)

ABX LOGISTICS (DSV) | Atlanta, GA

Aug 2003 - Jul 2006

**Route Development Manager for France**

Manage route development to grow and strengthen CH Robinson’s position in Western Europe platforms for a global forwarding division of a logistics provider. Serve as corporate ambassador at industry tradeshows to increase awareness of the company brand. Maintain relationships through trips to visit clients’ headquarters and Business Units. Collaborate with local sales and operational forces in the US and overseas.

DHL GLOBAL FORWARDING | Atlanta, GA

May 2002 - Aug 2003

**Trade Lane Manager (France and Benelux)**

Served as a subject matter expert on US, France, and Benelux relations for a global logistics provider. Territory included Florida to North Dakota, interacting with 17 offices. Coached the local sales force to develop a network of customers and maintaining existing business. Developed a pipeline of prospective clients.

SDV (USA), Inc. | Atlanta, GA

Sep 1998 - Apr 2002

**Southeast Sales & Development Manager**

Assisted in the launch of the south east branch for a global logistics provider. Sold logistic services to importers and exporters. Recruited, hired, and trained a salesperson after significant growth in sales.

- Created a customer database from scratch for a large territory including 6 states
- Developed international routes with France, Belgium and some African countries

<b>EDUCATION</b>
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**Advanced Certificate of Cambridge and London Chamber of Commerce – Advanced English** (Equivalent of a bachelor’s degree)

STEVENSON COLLEGE | Edinburg, Scotland

**BTS Commerce International (International Trade and Marketing)**

INSTITUT PITIOT | Lyon, France

<b>ASSOCIATIONS</b>
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- **President - Board of Directors**, FRENCH AMERICAN CHAMBER OF COMMERCE, Atlanta Chapter – 03/017 to 03/2019
- **Volunteer** – French American Chamber of Commerce – 04/01/2020 to present