



## PROFILE

As a Sales Manager at DSV, I have now been working in the logistics industry for over 20 years, providing integrated solutions for customers' transportation and supply chain needs. My mission is to drive value and efficiency for my clients, while building long-term relationships based on trust and collaboration.

I have a proven track record of delivering results and exceeding expectations, as evidenced by multiple awards from various clients over the years. I have also developed a strong knowledge of various industries, such as retail, food, furniture and automotive, and I can tailor my consultation and customer service skills to meet their specific requirements. I am passionate about learning and adapting to the constant changes and challenges in the logistics field, and I enjoy working with a diverse and talented team.

## CONTACT

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DIGITAL CONNECT CARD:



## HOBBIES

Faith, Family, Gardening,  
Hunting/Fishing, Anything Outdoors

## SKILLS

Management	0.6
Logistics	0.9
Analytics	0.5
Supply Chain Mgmt	0.8
Client experience	0.95

# LESLIE AKINS

## Sales Manager

## EDUCATION

### Northwest MS Community College

2002 – 2004

*Associates Degree for Applied Arts in Accounting*

Activities and societies: While at Northwest, studying Accounting, I was part of the GPS project, educating students on the many benefits of using a Global Positioning System before it became a widely used tool on smart phones.

### Olive Branch High

1998 – 2002

*Diploma*

Active with Beta Club, Spanish Club, Interact Club, Students Against Drunk Driving (SADD), Junior Varsity Basketball, Track and Field, Varsity Soccer, community league softball, cycling, and I attended a Leadership Summit from a personal scholarship that was sponsored from the local Chamber of Commerce. Advanced Placement and Gifted classes were taken and many applied as college credit.

## WORK EXPERIENCE

### DSV

#### Sales Manager

August 2023–Present

Drive the Bid for our clients and deliver competitive pricing, while aligning for any freight needs. The single point of contact Liaison for selling of all DSV services and solutions. Report in the development of our market to regional management. Maintain close communication with customer and DSVs operations to assure uniform understanding of client expectations relative to operational solutions, timeline, costs and results.

### Kuehne + Nagel

#### Senior Sea Logistics Sales Executive

June 2017–August 2023

Work closely with management, trade and operational teams to price and drive efficiencies within the KN and client relationship.

### Expeditors

#### District Sales Executive

December 2014–June 2017

Manage an assigned territory, gain extensive knowledge of the client base, and create value-added solutions to meet the client's needs.

### Dunavant Logistics Group, LLC

#### Director Business Development

November 2013–December 2014

Develop and implement growth opportunities with the customer base. Hunt for new business opportunities that could fit the niche market.

### C.H. Robinson

#### Account Manager / Sales Rep

May 2012–October 2013

Gain a deeper understanding of the client's business requirements and goals. Create effective solutions to bring lasting value to the clients. Provide accurate freight routing and push for best trailer space utilization. Drive account profitability; analyze lanes based on service levels, pricing, and equipment availability.

### Swift Transportation

#### Account Manager / Customer Service Rep

May 2009–May 2012

Manage multiple CSRs on-site from our client's HQ, the 3<sup>rd</sup> largest account. Manage all KPIs, improved environments and business practices to develop relationships and boost morale. Worked closely to empower my team to meet their personal and professional goals. Achieved Partners in Progress Award, Carrier of the Year Award year over year. Worked hand in hand with over 50 different well-known accounts as a customer service rep in TX, IN, MI, WI, OH areas.

Additional Experience and References are available upon request. – Thank you!