

# Kelcey Lee

19372 113<sup>th</sup> PL SE Kent, WA 98031

Cell) 206-229-7945

E-mail) [koolsea@gmail.com](mailto:koolsea@gmail.com)

---

## **PROFESSIONAL SUMMARY**

Top performing sales professional with a special talent for closing business. Over 11 years of sales and over 8 years of logistics experience. Expert knowledge of a major shipping carrier sales and operation. Exceptional success penetrating new market/customers and establishing genuine rapport. Ability to work independently. Keep current on shipping industry trends, energetic and enthusiastic. Sales professional with extensive experience in ocean sales and assessing client needs. Self-motivated outside sales professional experienced in sales and logistics. Fast-paced team environments. Relationship building and closing expert.

## **WORK HISTORY**

***Sales Manager*** | *Hanjin Shipping America, LLC* | *Seattle, WA*

*2008 – 2016*

- Managing TPW & TPE sales team (outside & inside) to generate maximum revenue.
- Prepare and communicate weekly preplan itineraries to sales team maintaining active contract list for clients in assigned territory.
- Expert service contract negotiator.
- Key account management of multi-trades (Fortune 500 Company).
- Collaboration within a complex organization and across multiple business lines and ability to build lasting relationships.
- Broad knowledge of international & domestic transportation.
- Met existing customers to review current services and expand sales opportunities.
- Manage assigned customer and budget base (pursue and secure business in line with corporate/regional objectives within the market segment).
- Increased sales volume and performance from export and import global/local BCO & NVO accounts in the U.S. (mainly USWC/PNW) territory.
- Strive for consultative sales to distinguish market presence by effectively probing/identifying needs and suggesting solutions for customers.
- Met existing customers to review current services and expand sales opportunities.
- Research and analyze market and industry trends (JOC and Datamyne performance report, ocean freight, services of competitors).
- Ensure CRM (Customer Relationship Management) tool for sales leads, targets, and related client information.
- KPI (Key Performance Indicator) for evaluating current and past sales performance to measure success based on business goals and targets.

***Terminal Logistics/Marine Manager*** | *Total Terminal International, LLC* | *Seattle, WA* *2003 – 2008*

- Terminal Marine and Vessel Operation management including labor management.
- Major Carriers, CKYH (Cosco, K Line, Yang Ming, Hanjin)'s equipment control and customer service.
- Operation and vendor business contract negotiation.
- Vessel schedule/operation management and ILWU labor management for terminal gang operation.
- Leading weekly vessel & terminal meeting with rail (BNSF), house truckers, and stevedoring companies.
- Terminal equipment and labor management (equipment inventory management such as container, chassis, genset, manpower/labor control).
- Budget control (monthly, quarterly, yearly).
- Operation arrangement with pilot, tugboat and vessel lines.
- Communication with vessel operation plans for vessel master, immigration, and USCG.

**Inside Sales Supervisor** |Hanjin Shipping America, LLC.| Seattle, WA

2000–2003

- Delivered effective sales presentations to Import and export customers.
- Assertive salesmanship and consistent follow up.
- Established a good relationship with customers using innovative sales approaches.
- Visited existing accounts, reaffirming business, and assuring continued sales.
- Rate quotation and amendment for the customer (Tariff, RFA, & SC rates).
- Sales performance and evaluation report in daily, weekly, monthly, quarterly, yearly.
- Developed excellence in sales training course.
- Active contract list for clients in assigned territory and support sales team in their follow up.
- Met existing customers to review current services and expand sales opportunities.

**Logistics Coordinator** |Hanjin Shipping America, LLC.| Seattle, WA

1998 – 2000

- Equipment sales (container, chassis, genset).
- Equipment control (container inventory for maintenance, repair, and reposition).
- Cargo and equipment damage claim process.
- Invoice issuance for 3<sup>rd</sup> party billing & collection.
- EDI system.
- New accounts development & set up.
- Reefer booking monitoring with booked temperature set up.
- Reefer container pre-trip & steam clean arrangement.

**Warehouse & Marketing Manager** | Sunrise Trading.| Federal Way, WA

1997 – 1998

**Personal Banker & Customer Service** | U.S. Bank | Federal Way, WA

1996 – 1997

### **AWARDS**

- **The employee of the year (2 times)** 2000 & 2012  
Received the award by attending annual ceremony at Hanjin Shipping Head Office in Seoul, Korea).

### **EDUCATION**

- **Bachelor of Arts : Economics** 1996  
University of Washington, Seattle, WA

### **SPECIAL SKILLS**

- Bilingual (Korean) with multi-national business experience.