

# Brian Schell

185 Woodbine Drive  
Hershey, PA 17033

Phone: 908-310-2262  
Email: blschell@comcast.net

---

## Transportation Logistics Professional

Blends extensive operational knowledge with strong leadership and communication.  
Expertise in both Domestic and International multi-billion dollar organizations.

**PROFILE:** Twenty years of progressive experience in logistics, operations, and financial reporting for International Ocean Carrier/ Rail / Truck / Barge Transportation.

### AREAS OF EXPERTISE

Transportation  
Purchasing  
Labor / Unions

Logistics  
Financial Analysis  
Negotiations

Warehousing  
Contracts / Agreements  
Communication Skills

### EDUCATION

Penn State University, University Park, PA, 1988 - **Bachelor of Science** – Business  
Logistics/Transportation 1988

### WORK HISTORY

**Ceres Terminals, Inc.**, (Subsidiary of NYK) East Brunswick, NJ

A global marine terminal operator providing container handling and terminal operations to North America's East coast and Gulf.

**Contract Administrator**

August 2003 – March 2009

- Negotiate and maintain contracts and rate agreements with ocean carriers and other customers. Develop structure of pricing for rate agreements. Experience with Excel and Word.
- Develop preliminary profit and loss analyst for potential new business.
- Analyze trade and corporate statistics for sales and marketing purposes.
- Coordinate and organize the start-up of new operations.
- Provide corporate statistics to parent company.

# Brian Schell

1203 Spruce Hills Drive  
Glen Gardner, NJ 08826

Phone: 908-310-2262  
Email: blschell@comcast.net

---

## WORK HISTORY CONTINUED:

### **Atlantic Container Line, Iselin, NJ**

A major ocean carrier operating five vessels on the North Atlantic trade and handling 75,000 containers per year and \$65 million of Ro/Ro cargo in the Northeast U.S. service.

### **Manager Terminal Services, Northeast**

1995 – 2003

- Efficiently and effectively managed daily operations, including stevedoring, receiving/delivery, and on-site rail operations at the company's North Atlantic terminals. Ports include Halifax, New York, Baltimore, and Portsmouth.
- Coordinated operational and procedural changes at terminals and organized, while meeting deadlines, how they liaison with various departments with the company.
- Assisted the department in negotiating terminal/stevedoring contracts.
- Prepared department's \$60 - \$70 million budget and submitted to Accounting.
- Provided feedback to ACL Customer Service departments regarding nonconformances of customer's shipments.
- Hired all interns for the Logistics department through Penn State Business Logistics Internship Program.

### **Manager, North American Intermodal**

1993 – 1995

- Responsible for all railroad, truck, and barge transportation in North America, maintaining a \$30 million annual budget for all inland transportation. Familiar with D.O.T. regulations.
- Managed equipment and cost control by analyzing container pool inventories and forecasting equipment demands.
- Dealt with several rail carriers in negotiations of rates and service

### **Intermodal Analyst**

1988 – 1993

- Implemented an Inland Transport System that integrates logistics, booking, documentation, and accounts payable departments.
- Maintained and instructed outer offices of optimal routings for import/export cargo via railroad and motor carriers. Department used PC Miler.

## **PROFESSIONAL AFFILIATIONS**

Penn State Alumni Chapter of Northern New Jersey.

Literacy Volunteers of America, United Way.