

JAMES BELLAMY

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ALWAYS CONSTRUCTIVELY DISSATISFIED AND A STRATEGIC LEADER

Focus Improvement leader and high-performance Director of Sales, recognized for the ability to successfully bring measurable value to an organization's complex supply chain. Particularly productive at analyzing and solving problems that hinder efficiency and top-line profitability. Extensive corporate and operational experience in various leadership positions, including global transportation sales/solutions, analyzing supply chains, and presenting value-added proposals to senior leadership at major corporations. My objective is to gain an opportunity as an appraiser trainee to provide me with the experience and training necessary to become a Certified General Appraiser.

PROVEN ABILITIES AND RESULTS

Consistently bringing value/ Driving efficiency and effectiveness

- Generated new business by managing business relationships between UPS and designated corporate accounts.
- Achieved global business growth through solution development, customer-facing communications, contract development, value creation, and negotiations.
- Prepared and delivered customer-facing presentations to position UPS solutions and value propositions to customers.
- Consistently Implemented quantified supply chain solutions with a measurable and immediate ROI.
- Achieved double-digit growth and secured 95% of the market share in my global small package book of business.
- Recognized by UPS with the Bronze (top 20%) and Silver (top 10%) Eagle Award for top sales performers.
- Received the Chairman's award for top 5% of salespeople for international sales growth.
- Leader for Global Account customers with the largest, most complex, and multi-national sales accounts with a logistics and transportation budget between \$20M - \$1B annually.

Proven leader/ People Development

- Drove results in critical areas of the business plan, including profit, revenue growth, people development, and reporting.
- Communicated market trends and competitor information to support the sales team in opportunity development.
- Identified individual and team skill gaps and developmental opportunities (e.g., training, special assignments, conferences, projects, etc.) to facilitate individual and team development.
- Motivated sales team to first place during tenure as an Area Sales Manager.
- Achieved assigned sales plan by generating profitable UPS revenue growth through new business development and converting the state's most challenging accounts.
- Operations Manager, with 15 direct reports responsible for loading package routes for the driver's daily delivery.

PROFESSIONAL EXPERIENCE

United Parcel Services (UPS), Atlanta, GA / Greenville, SC **January 1989 – January 2022**
World's largest package delivery company (\$97.3B) and global provider of specialized transportation and logistics services.

Director Enterprise Account Sales
Area Sales Manager
Major Account Manager
Account Executive
Operations Supervisor
UPS Service Provider

PROFESSIONAL AFFILIATION

Abundant Life Mentoring Program
UPS Diversity and Inclusion Committee

EDUCATION

Winthrop University, Rock Hill, SC
Bachelor of Science (BS) – Business Economics
Appraisal Institute, Chicago, IL
Appraiser Apprentice Training

ADDITIONAL SKILLS

Microsoft Office Suite, Zoom, Salesforce, Excel, Word, Situational Sales Negotiation