

**Joel Houston**  
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Leader with a track record of people and business development.

- Extensive experience in data analysis for decision making, cost control, and revenue growth.
- Dedicated to employee education, with an emphasis in leadership development.

## EXPERIENCE

### **Griffin Transload LLC, Tacoma, WA**

**2015-2018**

A transloading, warehousing and logistics company.

#### **CEO / Owner**

Everything involved owning your own small business: payroll, AP, AR, operations and sales. We leased a 25000 square foot warehouse for almost 3 years and sold the assets of the company when the timing was right. Successfully grew the company from one customer to dozens and the revenue tripled from the first year to the third.

### **Alaskan Express Service, Sumner, WA**

**2012-2015**

Freight forwarding company with locations in Washington and Alaska.

#### **VP Finance (2015)**

Direct reports included AR Manager & Pricing Director. Budgeted revenue and expenses. Responsible for monthly reconciliation and financial reporting. Point person for major vendor relationships.

#### **General Manager (2012-2015)**

Responsible for locations in WA and Alaska. Direct reports included the AR Manager, Ops Manager, Alaska Manager, Customer Service Manager and Pricing Director with a total headcount of more than 30 employees. Point person for major vendor relationships including contract negotiations and service requirements.

### **Totem Ocean Trailer Express, Federal Way, WA**

**2005-2012**

An ocean shipping line operating between Washington and Alaska.

#### **Senior Manager of Pricing & Market Research (2011 – 2012)**

Direct reports included the Pricing Manager and the Market Research Manager. Performed rate and market analysis. Set pricing policy and tariff language. Directly negotiated rates and contract language with the largest customers.

#### **Pricing Manager (2009 – 2010)**

#### **Senior Pricing Analyst (2007 - 2008)**

#### **Pricing Analyst (2005-2006)**

### **Airborne Express Corporation / DHL, Seattle, WA**

**2001-2005**

Worldwide small package air and ground service.

#### **Pricing Analyst (2003-2005)**

#### **Pricing Specialist (2002)**

#### **Corporate Account Coordinator (2001)**

## **EDUCATION**

**Pacific Lutheran University, Tacoma, WA**

**Master of Business Administration (2002)**

**Bachelor of Arts, Economics (2000)**

## **ADDITIONAL SKILLS**

Microsoft Office (Excel, Word, Access, Powerpoint)

Basic Web Design

Forklift Operation

## **PROFESSIONAL MEMBERSHIPS**

Transportation Club of Tacoma

Transportation Club of Seattle

Elks Lodge # 174