
Robert Moore

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TRANSPORTATION AND LOGISTICS EXPERT

PROFILE

- Natural leader with a proven track record of success in management positions.
- Self-motivated entrepreneurial thinker who sees the big picture without getting lost in the details.
- Proven professional who possesses a high degree of professional integrity, loyalty, and dedication to excellence.
- Effective communicator with strong interpersonal and presentation skills.

AREAS OF EXPERTISE

- Operations Management
- Strategic Planning
- Sales and Marketing
- Facilities Management
- Leadership
- Budgeting
- Forecasting
- Contracting
- Logistics
- Warehouse Control
- Transportation
- Safety

EXPERIENCE

CONSULTANT / LANDLORD (2003 – present)

Robert Lynch, LLC, Colorado Springs, Colorado

Sold two moving and storage companies to Covan Worldwide Van Lines, continuing as an operations consultant. Kept the 22,000 sf, palletized warehouse and three acres of paved property, leasing the facility to Covan. Manage tenant relations, building upkeep, utilities, and rent collections. Oversaw the construction of a 3,000 sf. office and replacement of parts of the roof.

GENERAL MANAGER / OWNER (1985 – 2003)

Rocky Mountain Moving and Storage, Colorado Springs, Colorado

Colorado Springs Moving and Storage, Colorado Springs, Colorado

Founded a local moving company and developed it from the ground up to a successful operation with \$2.0 million in annual revenue, a 22,000 sf warehouse, 25 pieces of major equipment, and up to 100 full-time and seasonal employees. Grew the business to include residential, office, industrial, government, local, national, and international moving, storage, warehousing, and distribution. Created a parent company (Lynch Enterprises, Inc.) to oversee the two separate corporate identities, which allowed the combined agencies to represent more government contracts.

Management

- Directed the daily operations of major national and international transportation companies with full P&L authority.
- Created business plans for bank loans; prepared cost and cash-flow analyses, budgets, and strategic plans.
- Hired, supervised, and motivated 60–100 drivers, warehouse workers, and local staff.
- Developed corporate policies and procedures; trained employees on safety, work standards, safe vehicle operations, and administrative processes.
- Collaborated with the corporate attorney on court actions for collections, damage suits, liability claims, licensing, and other issues.
- Improved profits by decreasing general and administrative costs.

Logistics

- Controlled warehouse profitability and supervised warehouse activities.
- Coordinated equipment availability with scheduled pickups.
- Coordinated broker and national account orders for freight transportation and provided proof of delivery.
- Negotiated rates for brokered freight, and expedited truck/air freight rush orders.
- Gained extensive experience with international port and freight regulations for OTR, aircraft, ship, and rail transportation.
- Ensured that storage warehouses were clean, pest free, fire retardant, and had no potential water hazards.

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- Logistics**
- Managed the filing of claims for lost or damaged freight with truck and air lines.
 - Applied total quality assurance principles to enhance customer service and decrease damage claims.
- Government Contracting**
- Developed and negotiated large government contracts, including bid preparation and oversight of moves to ensure compliance with contractual responsibilities.
 - Ensured compliance with U.S. government rules and regulations regarding the moving and storage of military inventory and household goods.
 - Won contracts with Ft. Carson, Peterson AFB, USAF Academy, Space Command, NORAD, Buckley AFB, and Schriever AB, among others.
- Regulatory**
- Successfully managed two businesses in a highly regulated industry.
 - Ensured compliance with OSHA, Colorado Department of Transportation, and U.S. Department of Transportation regulations for truck and trailer integrity, driver qualifications, and safety.
 - Consistently passed fire department inspections of facilities and fixtures, including hazardous waste disposal, extinguishers, flammability control, and fire safety policies.
 - Designed and implemented a safety program that reduced accidents and saved money on the company workers' compensation premiums.
 - Collaborated with building and zoning officials on code enforcement.
- Sales/Marketing**
- Maximized revenue goals by developing and implementing effective sales and marketing strategies utilizing Yellow Pages advertising, mailers, bus stop ads, trade shows, and radio and television advertising tests.
 - Coordinated the development of marketing and advertising plans and budgets.
 - Worked closely with Realtors, builders, mortgage companies, and local/federal government agencies to generate clients for moves.
 - Qualified prospects, identified decision makers, estimated cost of moves, wrote proposals, and negotiated contracts.
- Mechanical**
- Extensive knowledge of over-the-road (OTR) trucks, equipment, engines, boxes, trailers, etc. Held a Class A drivers license in the past.
 - Operated forklifts, cargo vans, front-end loaders, skidsters, backhoes, cranes, snow plows, and other moving equipment.
 - Oversaw snow removal and outdoor lighting systems for the warehouse.
 - Planned and managed the safe move of a 10,000-pound piece of equipment using a crane to boom it out of an existing building.
 - Gained an understanding of hydraulic and electrical systems over the years.

EDUCATION & TRAINING

UNDERGRADUATE COLLEGE STUDIES (3 years)
University of Colorado, Colorado Springs, Colorado
Colorado State University, Colorado Springs, Colorado
Pikes Peak Community College, Colorado Springs, Colorado
Ft. Lewis College, Durango, Colorado

- Completed more than 120 credits toward a Bachelor's degree.

PROFESSIONAL DEVELOPMENT

Completed continuing education courses six times per year, including:

- Government Contracting
- Warehousing
- Employment Law
- Sales and Marketing
- Operations Management
- OSHA
- Fire Safety
- OTR Regulations
- Regulatory Compliance
- Accounting

AFFILIATIONS

- Members, Pikes Peak Sertoma
- Council on U.S. Government Moving Relations Board

COMPUTERS

- Knowledge of Windows, MS Word, Outlook, and Internet Explorer.