

# Thomas Gilgen

## President International Logistics

### **Weiss-Rohlig USA**

**2011 - 2014**

#### *President*

- Promoted to President in 2011 as a result of outstanding performance growth in the North Eastern U.S. region
- Built a seasoned and top-performing management team
- Doubled Weiss-Rohlig USA in size from \$90M to \$200M in turnover and EBITDA from \$2.5M to \$7.1M by the end of 2013
- Invested in new regions and established new verticals to capture additional growth opportunities
- Merged three freight forwarding companies and one customs broker into Weiss-Rohlig USA
- Awards: Largest Net Revenue and Operating Income growth for 2011, 2012 and 2013
- Today Weiss-Rohlig USA employs over 200 staff in ten locations across the U.S.

### **Weiss-Rohlig USA**

**2008 - 2011**

#### *Regional Manager – North East USA (offices in NJ, NY, MA, PA, D.C.)*

- Promoted to Regional Manager from Sales Manager
- Built a best in class operations team and invested heavily into a strong sales force
- Merged Carroll International (local freight forwarder) with the New York branch
- Grew the Region from \$18M to \$26M in turnover and EBITDA from \$500K to \$2M by the end of 2011
- By the end of 2011 the Northeast Region represented over 80% of the operating income of Weiss-Rohlig USA
- Awards: Largest Net Revenue growth in 2009 and Best performing region in 2010 and 2011

### **Weiss-Rohlig USA**

**2006 – 2008**

#### *Sales Manager – North East USA (offices in NJ, NY, MA, PA, D.C.)*

- Promoted to Sales Manager to establish the North Eastern sales team
- Implemented sales procedures and structures to report sales activities and net revenue development for the region
- Since Weiss-Rohlig USA was a start-up revenue was generated mostly from overseas offices. The goal was to grow U.S. controlled business
- Grew U.S. controlled business in year one to 20% of the region and in year two to 35%
- Established the first sales team for Weiss-Rohlig USA

**Weiss-Rohlig USA****2004 - 2006***Ocean Freight Supervisor*

- Joined Weiss-Rohlig USA as the Ocean Freight Supervisor reporting into the Regional Manager
- Weiss-Rohlig USA opened their doors in 2003, the task was to establish a structure and procedures that allowed us to offer international freight services.
- Negotiated rates with vendors
- One of the first employees at Weiss-Rohlig USA (2004 there were 20 staff in five offices)
- Finished the HFW (Degree in Business and Admin) while working full time in the U.S. Flew back to Switzerland three times for exams. Finished in 2005.

**Coca-Cola Switzerland****2002 - 2004***International Traffic Manager – Finished Products*

- Recruited by the largest beverage producer in the world to restructure their international traffic department, reporting into the Supply Chain Director.
- Implemented a new RFQ system to better manage their international budget. As a result Coca-Cola Switzerland saved 20% of their international freight costs in my first year
- Part of a project team to reduce production bottling plants from three down to two in Switzerland. The project was a success and Coca-Cola Switzerland saved over \$1M in yearly production costs
- Created a procedure to claim back sugar tax from Swiss Customs for exported finished goods. Savings were over \$100K in the first year of implementation.

**Panalpina AG, Switzerland****1999 - 2002***Import Airfreight Manager*

- Promoted to Import Airfreight Manager
- Operationally in charge of all the watch import accounts such as The Swatch Group and Cartier International
- Implemented new SOPs and procedures that resulted in increased productivity of 20%
- Most profitable department within Panalpina AG Switzerland

**JackyMaeder AG, Switzerland***Import Airfreight Associate*

- Started career at JackyMaeder AG after successful completion of my Business and Admin Degree
- Introduced into freight forwarding and gained specific knowledge of the airfreight imports, trucking, customs clearance and customer service

## **Additional Accomplishments**

- **Higher College of Commerce**, Bern, Switzerland (Fachhochschule)  
Degree in Business and Administration, 2002 – 2005 (Betriebswirtschaftler FH)  
Focus: Economics / Accounting / Business Administration
- **Dr. Rischik Education Center**, Bern, Switzerland (Handelsschule)  
Degree in Business and Administration, 1994-1997 (kaufm. Angestellter)
- **Language(s):**  
Proficient in English and German (mother tongue)  
Good knowledge of French
- **Italian Language Academy**, Florence, Italy  
Intermediate commercial Italian language certificate, 2003
- **High Potential Seminar Rohlig**, Bremen, Germany  
Course on presentation and leadership, 2007
- **Blue Arena Program Rohlig**, Shanghai, Houston and Bremen  
Leadership and senior management development program
- **Swiss National Soccer Team**, U-15 to U-18  
Leadership and teamwork training programs throughout the nomination  
Dealing with pressure at the highest soccer levels at a young age