

Omar Sherman

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SUMMARY

Marine business development professional with 10 years of experience growing cargo portfolios, building qualified shipper pipelines, and shaping commercially viable multimodal transportation solutions. Background includes autos, grain, potash, **soda ash**, breakbulk, **dry bulk**, agricultural commodities, **industrial property**, rail connections, and international trade. Leads commercial work across terminal operators, stevedores, carriers, railroads, logistics providers, manufacturers, exporters, **beneficial cargo owners**, governmental partners, and trade associations. Prepares market analyses, financial reviews, proposals, business cases, presentations, and opportunity plans that connect customer needs with terminal, facility, rail, storage, trucking, and property capabilities. More than five years leading cross functional teams, resolving service constraints, supporting safe operations, and advancing long cycle opportunities from discovery through commercial review.

EXPERIENCE

Senior Manager, Marine Business Development

January 2023 - Present

Pacific Meridian Logistics

Long Beach, CA

Leads marine commercial development across cargo, terminal, rail, trucking, storage, and **industrial property** opportunities. Guides cross functional teams through customer qualification, market analysis, business cases, proposal development, stakeholder coordination, and safe opportunity advancement.

- Matched shipper requirements with terminal, rail, trucking, storage, and property capabilities for marine opportunities.
- Qualified cargo pipelines through trade flow research, customer discovery, lane economics, and operating feasibility.
- Prepared **market analyses**, **business cases**, proposals, and presentations for cargo and industrial property opportunities.
- Led commercial work across operations, finance, real estate, engineering, and customer stakeholders.
- Coordinated carriers, **terminal operators**, stevedores, railroads, **logistics providers**, and public partners through reviews.
- Resolved service constraints and customer conflicts while maintaining safe commercial practices and clear next steps.

Marine Commercial Manager

May 2020 - December 2022

Western Cargo Development Group

Oakland, CA

Managed **marine business development** programs spanning cargo portfolios, **terminal capabilities**, rail connections, intermodal services, and industrial property opportunities. Directed customer discovery, commercial analysis, stakeholder coordination, and proposal work across long cycle pursuits.

- Connected shipper needs with terminal, rail, trucking, storage, and property capabilities during pursuit planning.
- Built qualified pipelines using trade flow research, customer discovery, lane economics, and operating feasibility.
- Developed market analyses, business cases, commercial **proposals**, and **presentations** for growth opportunities.
- Guided cross functional teams across operations, finance, real estate, engineering, and customer groups.
- Coordinated carriers, terminal operators, **stevedores**, **railroads**, logistics providers, and public partners during reviews.
- Addressed service constraints and customer conflicts while keeping commercial activity aligned with safety.

Business Development Specialist

July 2016 - April 2020

HarborLink Intermodal Services

Seattle, WA

Supported marine and intermodal growth programs through lead generation, customer qualification, market research, opportunity analysis, and coordinated commercial planning. Worked with cargo owners, transportation providers, terminal stakeholders, and public partners on practical service solutions.

- Researched trade flows and qualified **shippers**, exporters, importers, and **manufacturers** for pipeline development.
- Mapped cargo needs against terminal, rail, trucking, storage, and intermodal service options.
- Supported **market analyses**, financial reviews, business cases, proposals, and customer presentations.
- Coordinated **carriers**, terminal operators, stevedores, railroads, logistics providers, and **governmental partners**.
- Tracked opportunity priorities and resolved service questions through timely stakeholder follow up.
- Applied **safety** focused commercial practices during customer discovery, operating reviews, and solution planning.

Commercial Analyst

June 2014 - June 2016

Coastal Trade Services

San Diego, CA

Analyzed marine commercial opportunities involving cargo movement, **international trade**, rail connections, terminal operations, and industrial property. Provided research, financial analysis, proposal support, and stakeholder coordination for transportation growth initiatives.

- Analyzed trade flows, customer needs, lane economics, and operating feasibility for marine opportunities.
- Supported cargo pipeline development across **exporters**, importers, **agricultural producers**, and manufacturers.
- Prepared **market analyses**, financial reviews, business cases, proposals, and presentation materials.
- Compared terminal, rail, trucking, storage, and property capabilities for multimodal solutions.

- Coordinated information among carriers, **terminal operators**, stevedores, railroads, and **logistics providers**.
- Documented service constraints, customer issues, and safe next steps for commercial decision makers.

PROJECTS

Multimodal Cargo Growth Program 📅 2024

Coordinated commercial, operations, rail, property, and customer stakeholders around cargo opportunities requiring practical multimodal service planning and clear business cases.

Industrial Property Opportunity Review 📅 2022

Partnered with finance, real estate, engineering, and transportation stakeholders to evaluate property opportunities alongside cargo demand and terminal capabilities.

LEADERSHIP & AWARDS

- Commercial leadership recognition for advancing marine cargo opportunities across terminal, rail, and logistics stakeholders.
- Team leadership recognition for coordinating cross functional commercial work and resolving customer service constraints.
- Safety focused contribution recognized through consistent attention to safe commercial practices and operating feasibility.

EDUCATION

Bachelor of Science in Supply Chain Management

2014

California State University, Long Beach GPA: 3.5

Long Beach, CA

Coursework: International Trade, Transportation Management, Logistics Analysis, Supply Chain Strategy

CERTIFICATIONS

- Transportation Worker Identification Credential 📅 2026
- Valid U.S. Passport 📅 2026
- Valid California Driver's License 📅 2026

TECHNICAL SKILLS

- **Cargo Markets:** Autos, grain, potash, soda ash
- **Bulk Cargo:** Breakbulk, dry bulk, agricultural commodities
- **Transportation Modes:** Marine, rail, intermodal logistics
- **Terminal Operations:** Terminal operators, stevedores, facility planning
- **Commercial Development:** Lead generation, pipeline management, customer qualification
- **Market Analysis:** Trade flow research, lane economics, operating feasibility
- **Business Case Development:** Financial analysis, proposals, presentations
- **Property Development:** Industrial property, land development, redevelopment
- **Stakeholder Coordination:** Carriers, railroads, logistics providers
- **Public Partnerships:** Governmental partners, trade associations, public outreach
- **Supply Chain Segments:** Shippers, beneficial cargo owners, exporters
- **Import Export Markets:** Importers, manufacturers, agricultural producers

SKILLS

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|-----------------------|------------------------|-----------------------|----------------------------|
| • Cargo portfolios | • Multimodal logistics | • Industrial property | • Commercial proposals |
| • Lead generation | • Rail transportation | • Market analysis | • Stakeholder coordination |
| • Pipeline management | • Intermodal service | • Financial analysis | • Safety management |
| • International trade | • Terminal operations | • Business cases | |

PROFESSIONAL AFFILIATIONS

- Maritime and port industry networking with carriers, terminal operators, stevedores, railroads, and logistics providers.
- Supply chain and international trade collaboration with exporters, importers, manufacturers, agricultural producers, and public partners.

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST