## Craig Robins

## ROBINS CONSULTING > EXCELLENCE BORN FROM EXPERIENCE

Having worked extensively in the world of transportation for **31 years**, I continue to expand the mission of Robins Consulting to encompass the needs of transportation firms from across the country and around the world.

I began my career in transportation in 1991 when I joined [**Stevens Transport**](https://www.stevenstransport.com/), a small temperature-controlled, irregular route contract carrier. Beginning as a management trainee at Stevens’ corporate headquarters in Mesquite, Texas, I learned the industry by becoming involved in every aspect of trucking including Accounting, Safety, Compliance, Maintenance, Logistics, Brokerage, Dispatch, Customer Service, Driver Management, Insurance, Claims, Sales, Human Resources, Talent Acquisition, Retention, and Senior Management. I quickly rose through the ranks and was recognized for the results I produced in recruiting and staffing for a company that was growing exponentially each year it operated.

In 1999, I was promoted from Director of Driver Recruiting to **Vice President of Human Resources** and was asked by our Chief Executive Officer to recruit and staff every non-driving position at headquarters as well as continue to aggressively expand the Logistics Division with new offices across North America. Candidates we identified within the industry and proactively recruited were regularly promoted to more senior-level positions and a large percentage were awarded Employees of the Year. Upgrading our staff drove dramatic cultural changes and significant customer service improvements companywide. Our operating ratio began to improve significantly during this period and we started receiving numerous Carrier of the Year Awards from many Fortune 500 customers like [**Walmart**](https://www.walmart.com/)**,** [**Tyson Foods**](https://www.tysonfoods.com/), [**Coca-Cola**](https://www.coca-cola.com/), [**Kraft Heinz**](https://www.kraftheinzcompany.com/), and [**SC Johnson**](https://www.scjohnson.com/).

I remain very proud to have been part of the senior management team that moved the company’s bottom line to more than $350 million in revenue. During that time, Stevens Transport tripled in size to more than 2,000 dedicated employees, making it one of the largest and most profitable carriers in North America.

Because of my success as their [**in-house corporate recruiter**](https://www.indeed.com/career-advice/career-development/in-house-recruiter), I realized that a specialized search firm could thrive by providing talent acquisition services to companies demanding top transportation, logistics and supply chain talent.

I opened my own firm in December 2002 and brought my subject matter expertise in logistics and combined it with my commitment to deliver a level of service that remains unsurpassed in the industry today.

As my firm continues to grow in size and reputation, I haven’t forgotten that our long-term success is based on the continued satisfaction of each [**client**](https://www.robinsconsulting.com/employers/our-clients/) we serve and every [**candidate**](https://www.robinsconsulting.com/resume/) we place. This conviction is part of our mission statement and drives our performance as we serve clients across the country and around the world.