

## Kansas City Branch President at the Helm

February 10, 2014



Welcome XPO's newest branch president, Ken Howard, who will head the Kansas City branch, slated to open in early March.

A sales and marketing specialist, Ken previously held several leadership positions at Freightquote.com for more than 10 years and led a division of 150 freight brokers in generating \$100 million in annual revenue. Prior to that, he worked in a variety of account executive and marketing manager roles.

"It's exciting being close to opening our office in the Kansas City metro area," said Ken. Over the past few weeks, he's visited other XPO locations, including Charlotte, Chicago and Jacksonville to meet with the company's movers and shakers. Particularly inspirational, Ken said, is XPO's rapid growth into a billion dollar logistics operation.

"Meeting the talented folks who helped enable the growth was added motivation as we look to carry the torch in Kansas City," he said. "As the corporate home to YRC Freight, Kansas City Southern and Freightquote.com, to name a few, Kansas City is a good transportation city."

Initially, the branch will focus on sales and talent acquisition, hiring individuals with sales and industry experience. Ken hopes to have 25 to 30 employees in place by the end of 2014, with new hire numbers ramping up the following year. As the branch grows, there will also be room for promising early career professionals.

"My goal is to make XPO the best place to work for job seekers who are interested in logistics sales and operations," said Ken. "Thanks to all of the hard work by the current XPO team, I have a great story to sell."