

CINDY M. ZIMMERMAN JAYNES

16824 M Circle
Omaha, NE 68135

Telephone: (402) 450-5574
E-mail: czimmerman17@yahoo.com

EDUCATION

University of Nebraska Lincoln, Nebraska
Bachelor of Science Degree, May 1999 G.P.A.: 3.781 With Distinction
Major: Animal Science Minor: Agronomy

CAREER HISTORY AND ACCOMPLISHMENTS

Cargill, Incorporated Omaha, Nebraska

Risk Management Specialist, July 2008- Present

- Successfully launched new proprietary advisory service to targeted agricultural producers, processors, manufacturers and retailers in a multi-state territory
- Develop and implement a sales plan and manage all phases of the sales cycle from prospecting to closing and follow-up support
- Communicate market trends through presentations and a written newsletter
- Assess the risk tolerance of clients and recommend customized and strategic marketing plans to meet their financial objectives; Series III licensed

Claas of America, Incorporated Omaha, Nebraska

Business Logistics Coordinator, February 2007 – June 2008

- Responsible for planning, rate negotiation and dispatching of all import, export and domestic transportation for the Lexion combine
- Negotiated favorable freight discounts; Audited and approved freight invoices
- Monitored regulatory compliance changes affecting import requirements
- Coordinated transportation with Claas manufacturing and sales teams worldwide

Cargill, Incorporated Blair, Nebraska

International Logistics Coordinator, December 2004 – January 2007

- Sold an annual volume of 110,000 metric tons of corn gluten meal from eight manufacturing facilities to global customers
- Oversaw the coordination of transportation issues, steamship line tender bidding and export regulations while preparing all required documents
- Prepared and participated in all segments of contract negotiation with suppliers and customers, including drafting of contracts and negotiation strategies
- Maximized distribution efficiency to support global customers in identifying solutions to their feed procurement needs

JC Robinson Seeds / Golden Harvest Waterloo, Nebraska

International Business Assistant, April 2000 – December 2004

- Consistently built and maintained strong relationships with customers and key accounts through close and effective communication; Hosted international clients within the United States

- Maintained and reconciled all international account balances and oversaw collection of money; Negotiated Letters of Credit
- Lived in France to supervise seed production; Knowledge of French culture and customs
- Participated on Global Strategy Team and researched emerging markets

Customer Support Representative, October 1999 – April 2000

- Assisted the launching of a new department within domestic sales; Responsible for the West Central Region
- Promoted sales through out-bound phone calls and meetings with producers
- Implemented a new database program which established closer relationships between Golden Harvest and customers

Production Seed Intern, July 1999 – August 1999

- Collected data in production fields
- Negotiated contracts between custom operators and Golden Harvest

ACTIVITIES AND AWARDS

Midwest International Trade Association (Past President of the Board of Directors)
Nebraska Logistics Council (Past Member of the Board of Directors)
Nebraska LEAD Program, LEAD XXIV Fellow
American Seed Trade Association
Children's Hospital (Rainbow House) Volunteer
Make-A-Wish Volunteer
Equine Therapy Volunteer
Certified Internal Auditor for JC Robinson Seeds
Honorary JC Robinson Seeds Plant Manager

REFERENCES

Stacey Fletcher
(Former Colleague)
ConAgra
(402) 669-4567

Chris Kleene
(Colleague)
Cargill
(402) 763-7405

Lou Maione
(Former Vendor)
Lee River Transport
(204) 792-9256

Gloria Penas
(Executive Secretary)
Midwest International Trade Association
(402) 596-1210