

WELCOME HOME, WELCOME HERE



Joseph Frazier Joins the Dawson Logistics Team



Dawson Logistics recently named Joseph Frazier as the company's new Director of Business Development. In his new role, Joseph's goals are to work with the team to "expand the brand awareness of Dawson Logistics and establish us as a leading knowledge and service provider in the 3PL warehouse industry. By doing this I look to expand our client base and grow Dawson Logistics into the premier 3PL warehouse and ecommerce provider in the Midwest."

Dawson Logistics was founded in 2000 on the commitment to exceed customer expectation at every touchpoint. At that time, the company provided customized, supply chain logistics to a variety of industries. Since then, Dawson has grown into a world-class logistics organization, offering best in class services in all aspects of the supply chain. The company is a leading provider of customized supply chain management specializing in consumer goods, industrial equipment as well as turnkey fulfillment solutions, that caters to companies seeking something other than a "one-size fits all" approach to movement and management of products.

As Director of Business Development,

Joseph manages and oversees the business development functions including all business relationships and growth objectives. Some of his key responsibilities include managing excellence in service delivery, pursuing growth opportunities, building strong client relationships, ensuring client satisfaction in helping solve their business problems with a principle objective to lead to strategic growth of sustainable, profitable revenue.

Joseph started his career in warehousing and manufacturing working seasonally during college at Chicago's Ford Motor plant. It was here that he uncovered his desire and sense of enjoyment working in a fast-paced environment. After college he worked for several years in logistics, warehousing and operations leadership before moving into sales. "I decided that what I really wanted to do was apply my industry experience in a different way by moving into sales," he says. "For fifteen years I was focused on business development and sales by offering operational consulting services to the manufacturing and financial industries. I decided after working in the financial sector

that I wanted to move back into the industry that I always enjoyed and was missing a great deal - warehousing."

Speed and agility are still among the things he loves most about the industry. "The 3PL warehousing industry creates a new challenge each day that must be overcome," he says. "I always set a plan for what I will accomplish that day, but I must always keep focused and alert, because at any moment something new could develop that circumvents everything else."

The other part of the job he most enjoys are the people he works with every day. Joseph says everyone on the Dawson team works hard to meet and exceed all requests that clients bring. The commitment to customer service excellence is a part of the company culture "from the employees that stage and ship our daily orders to Doug Dawson, who created and lives by the mantra that drives our dedication."

When he isn't working, he can be found running or playing tennis and spending time with his wife and their rescue pitbull, Bailey.