

Oleksandr Hecha

Freight Dispatcher | Sales Manager | Logistics Coordinator

sashagecha@gmail.com · +48 508 493 565 (WhatsApp) · Szczecin, Poland

SUMMARY

Dispatcher and sales professional with 4+ years in US freight logistics. Experienced in FTL/LTL coordination, carrier/broker negotiations, and client management across dry and temperature-controlled cargo. Strong communicator in English — experienced with US brokers, load boards, and fast-paced remote operations.

EXPERIENCE

Production Operator

Samsung Factory – Budapest

Jul 2021 – Jan 2022

- Operated manufacturing equipment in a high-volume production environment.
- Maintained quality standards and followed strict safety protocols.

Freight Dispatcher

Delta Express

Feb 2022 – May 2025

- Dispatched dry and refrigerated cargo across US lanes (FTL/LTL).
- Acted as main point of contact between drivers, shippers, and receivers.
- Negotiated freight rates; resolved delays, breakdowns, and route changes in real time.
- Maintained driver logs, compliance records, and shipment documentation.
- Onboarded new drivers; provided operational guidance on load requirements.

Freight Dispatcher / Sales Manager

Lemberg Logistics

May 2025 – Jun 2026

- Coordinated daily dispatch for US-based carriers across FTL and LTL lanes.
- Sourced loads via DAT and direct shipper contacts; negotiated rates with brokers.
- Managed full client communication cycle — quote, booking, delivery confirmation.
- Built and maintained carrier relationships to secure capacity during peak demand.
- Generated invoices, tracked payments, maintained records in TMS.

SKILLS

Load Boards	DAT, Truckstop
Cargo Types	FTL, LTL, Dry, Reefer
Software	TMS, GPS Tracking, MS Office, CRM
Operations	Route Planning, Rate Negotiation, Carrier Management
Soft Skills	Conflict Resolution, Multitasking, High Stress Resistance

EDUCATION

Ozernienska Gymnasium

Graduated 2020

LANGUAGES

English	B2+ — Fluent, professional working proficiency
Ukrainian	Native
Russian	Native