

# MARIANA BARCARI

**Customer Sales Specialist | Logistics & Supply Chain Professional**

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## PROFESSIONAL SUMMARY

Experienced Customer Sales Specialist and logistics professional with a strong background in account management, freight coordination, customs compliance, and international transportation. Skilled in customer relationship management, shipment operations, and resolving logistics challenges in fast-paced environments while maintaining exceptional service standards.

## PROFESSIONAL EXPERIENCE

**Customer Sales Specialist** | Heniff Logistics – Illinois

October 2025 – Present

- Serve as the primary point of contact for customers regarding transportation and logistics operations.
- Coordinate shipment updates, resolve customer inquiries, and ensure timely communication.
- Support sales and operational teams by maintaining strong customer relationships and service standards.
- Monitor transportation activities and assist with problem resolution to ensure customer satisfaction.

**Account Manager** | CH Robinson – Itasca, IL

September 2024 – Present

- Established relationships with customers as the primary liaison for key accounts.
- Implemented account plans and ensured customer expectations were consistently met.
- Conducted weekly customer reporting meetings and coordinated quote processing.
- Managed key accounts including CNH Industrial Components and Masco Division.

**Air Import Specialist** | Maersk – Itasca, IL

May 2022 – August 2024

- Managed international transportation, freight quoting, dispatch coordination, and documentation.
- Tracked global shipments and communicated daily with overseas offices and agents.
- Performed file audits to ensure compliance and operational accuracy.
- Handled major accounts including Microsoft, Whirlpool, Dyson, Uline, Wingtech, and Target.

**Import Air & Ocean Customs Specialist** | Yusen Logistics – Elk Grove Village, IL

September 2018 – April 2022

- Coordinated customs documentation required by U.S. Customs and Border Protection.
- Managed ISF filings, customs entries, vessel tracking, and compliance processes.

- Worked with freight forwarders, vendors, and government agencies to ensure import compliance.
- Maintained knowledge of trade regulations and import requirements.

**Administrative Assistant** | VMC Group Insurance – Wood Dale, IL  
September 2016 – September 2018

- Managed filing systems, office operations, and administrative support duties.
- Maintained databases and coordinated office-related activities and documentation.

## **EDUCATION**

**State University – Chisinau, Moldova**  
Associate Bachelor's Degree in Tourism

## **SKILLS**

Customer Service • Account Management • Freight Coordination • Customs Compliance • International Logistics • Microsoft Office • Problem Resolution • Critical Thinking • Multitasking • Team Collaboration

## **LANGUAGES**

English, Romanian, Russian, French, German