

PETER EYERMANN
INTERNATIONAL SALES MANAGER
UPS

Biography

Peter Eyermann is the International Sales Manager for the UPS S. California district. UPS's headquarters are located in Atlanta, GA. UPS began business in 1907 and originated out of Seattle, WA. UPS is traded on the NYSE and 2012 gross sales exceeding \$53 billion. UPS's primary business is the time-definite delivery of packages and documents worldwide. UPS is the largest NVOCC moving containers via Ocean globally. They also are a major player moving Air Freight across the globe. UPS operates the largest brokerage operation and covers all of the major lanes. Recently, UPS has extended its service portfolio to include less than truckload transportation in North America and supply chain services. UPS reports its operations in three segments: U.S. Domestic Package operations, International Package operations, and Supply Chain & Freight operations.

Peter has been with the company since 1992 and has held several positions in the area of sales to include Sr. Account Manager, National Accounts Manager. He is responsible for driving the district international business plan and leads a team of 8 International Account Managers covering the Southern California district. His team of sales professionals are charged with assisting their clients in growing their international business. This includes imports and export sales of small package, air freight, ocean freight to over 220 countries and territories worldwide.

Areas of Expertise

- strategy planning and organization
- negotiation
- process analysis
- communication skills
- training and development

Contact Information

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