



BENJAMIN BROWN

V.P. | DIRECTOR OF BUSINESS DEVELOPMENT

EDUCATION

St. Augustine High School / New Orleans, LA
Graduated with Honors

Louisiana State University / Baton Rouge, LA
Bachelor of Science in Agricultural Business

Tulane University / New Orleans, LA
A.B. Freeman School of Business
Executive - MBA

EXPERIENCE

USDA Federal Grain Inspection Service / New Orleans, LA
Agricultural Commodity Grader

MADE Logistics / St. Rose, LA
Freight Forwarding Broker

BACKGROUND

Ben has thorough knowledge of International trade principles and procedures. He is proficient with import-export laws and regulations as prescribed by our leading trading countries. Ben was promoted from Agricultural Commodities Technician to Grader in June 2015, then privileged to travel and work in all US export ports and domestic interior markets.

His experience and expertise come from performing full range of analytical and physical laboratory tests, as mandated under the United States Grain Standards Act, in all areas of the Lower Mississippi River (Ports of New Orleans) spanning from Port Allen, LA to Davant, LA. He held licensing to grade corn, soybeans, and wheat. Whereas, visual and mechanical inspections were required for classification of grain/rice/pulses and related commodities being processed and sold specifically as international exports. Ben would also execute phyto-sanitary inspections on byproducts via floating rigs located mid-stream Mississippi River. Most critical was to ensure official weight certification compliance for all U.S. export grains and byproducts. He oversaw compliance training for new employees and managed multiple personnel responsible for such compliance testing and enforcement.

He also was recognized and appointed to the USDA National Safety Team, January 2017 & 2018 corresponding to the White House in wake of disaster. Ben has gained a wealth of knowledge at USDA in foreign trade, compliance & regulation which helped with his transition from government, into his new executive role as Vice President of Business Development with Next Generation Logistics.

OPERATIONS & MANAGEMENT

Ben's role with Next Generation is sensitive and strategic in nature. It includes being responsible for implementing a broad range of targeted marketing and business or project- specific programs to address the operational, strategic, commercial and long-term needs of Next Generation Logistics' customers that optimize the utilization of NGL's Maritime Division facilities, assets and services; Ben constantly promotes the increase use of our facilities and assets by establishing targeted marketing programs and strategic partnerships that grow the business. Experienced in working with industry regulatory agencies, Ben provides cultural sensitivity and supports in coordinating public relations and governmental affairs efforts.

Other responsibilities include identifying opportunities via FBO.gov and the development of NGL's bid management processes for RFP/RFI/RFQ responses. He immediately increased profitability by developing RFP/RFQ preemptive risk mitigation strategies based on market research and competitive analysis, including strategic positioning, pricing, sales strategy and (forecasted) market share. Ben presents bid reviews and meets with senior management to establish a common understanding of the risks, profitability and resource requirements associated with the delivery of Next Generation Logistics services.

NEXT GEN LOGISTICS
4728 UTICA STREET, STE. 100
METAIRIE, LA 70006

P: 504.300.4984

NEXTGENMARINE.NET