
ERIC C. REINELT

3428 S. Taylor Avenue ♦ Milwaukee, WI 53207 ♦ (414) 491-0090

QUALIFICATIONS

- ♦ Can execute development projects from conceptualization to successful completion.
- ♦ Ten years port marketing experience in project and new service development.
- ♦ Private sector shipping agency experience in ship operations, intermodal equipment management, sales, and documentation.
- ♦ Effective communication and research skills, knowledge of spreadsheet programs, PIERS, fluent in German.
- ♦ Analytical; good at problem solving; can work effectively with other people.

PROFESSIONAL EXPERIENCE

9/2005 - Present

Port of Milwaukee, Wisconsin

Municipal Port Director

Responsible for the strategic, operational, financial and market planning for the Municipal Port operation; the execution of those plans; and the daily operation of the Port. As well, responsible for the primary policy development and execution for the Board of Harbor Commissioners. Interact with corporate clients as well as City and State political leaders and Members of Congress on trade and transportation issues.

1983 - 8/2005

Port Marketing Manager

Supervise sales and research staff of three, responsible for cargo development for hopper barge and vessel services.

Trade Development Specialist (1989 – 1994)

Negotiate new marine services, locate capital development projects to the Port, direct promotional efforts in Europe.

Special Projects Assistant (1985 – 1989)

Conducted market research for trade development, including new ship services, intermodal yard expansion, and capital projects with grant-in-aid funding.

Port Traffic Representative (1983 – 1985)

Sales representative for Port general cargo services in a three state area, created and implemented new customer service program.

1978 - 1982

Kerr Steamship Co., Milwaukee

Operations Manager

Supervised vessel operations and container control for Lykes Line, K-Line, British Steel and charters in Wisconsin and Minnesota, negotiated vendor contracts.

1975 - 1977

Moram (Morflot-America) Agencies, Milwaukee

Port Supervisor

Office manager responsible for ship operation in three states for Russian general cargo services and Sovfracht grain chargers.

1971 - 1974

Lavino/International Great Lakes Shipping Co., Milwaukee

Operation/Office Manger

Handled vessel operations for Far East, South American and European general cargo and bulk services.

EDUCATION

Master's Degree in Foreign Affairs, 1974 Central Michigan University

Bachelor's Degree in International Relations, 1969 University of Wisconsin

University of Cologne, Germany, 1967 Certificate

University of Oslo, Norway, 1966 Certificate

Association of Ship Brokers and Agents, 1988 Chartering Certificate

Milwaukee Area Technical College, Traffic Management & Transportation courses 1980 - 1981
