



RICHARD MALLORY

COMPANY:

Mallory Alexander International Logistics

TITLE:

Account Executive

TRAINING ORGANIZATION OR COLLEGE/UNIVERSITY:

University of Mississippi

CERTIFICATION/DEGREE:

Managerial Finance

memphis.edu/setwc



Q: How did you select your certification program or college major?

A: My first introduction to finance/business came sophomore year in high school during an economics class, where our class participated in a stock market game. In particular, the way each market and industry can dramatically effect one another really interested me. This interest continued into college where I decided on Managerial Finance as a major. The degree taught me about the financial world without locking me into only one narrow discipline. It allowed me to follow my passion and also open me up to many career choices.

Q: What was the biggest influence in your selection of career pathway?

A: My family background and early work experience influenced me most in making my career decision. My family has been in the transportation and logistics industry for many years. Growing up around logistics professionals, there was always a thought in the back of my mind that it was something I'd like to explore one day, but this didn't fully develop until after I had spent time working. Throughout high school and college, I worked at Mallory Alexander during winter and summer breaks in many different departments over the years. At first I looked at it as a good way to earn money, but over time I came to love it. Recently I attended my first cotton conference in Fort Worth,

TX. Many people spoke with me about my grandfather, father, and our company, Mallory Alexander International Logistics, and how it has helped shaped the logistics industry. This experience strengthened my conviction that I want to continue on the legacy that my family has helped create.

Q: What attracted you to the transportation industry?

A: My family history and early work experience were keys in attracting me into transportation. Beyond that, I also found the all-encompassing and extremely important nature of our industry to be fascinating. The transportation and logistics industry is everywhere you look, but most people don't realize the importance of this business. It impacts every aspect of our lives. Everything you own at some point has its own detailed history surrounding how it came to be yours. Think of your basic t-shirt: a farmer had to grow the cotton it's made of, it was exported to another country for manufacturing, and imported to the U.S. once it was made into a t-shirt. Your shirt has traveled thousands of miles before you even wear it. Our industry impacts nearly everything we use and consume.

Q: What is your favorite aspect of your job?

A: Learning about the many different industries we work in has been extremely enjoyable. Before I call on a company I do in-depth research on who they are, what they do, the company's history, their goals, etc. I am able to combine this information with my knowledge base and skillset to help tailor a solution to any problems they are experiencing. Through this process my knowledge of different products and industries has grown tremendously.

Q: How do you/your company make a positive impact on society/our community?

A: Mallory Alexander looks at community engagement as an essential part of our business. We support many wonderful organizations including West Tennessee Juvenile Diabetes Research Foundation and the Greater Memphis Boys and Girls Club. It is important to give back and to be a positive influence around the world, particularly in the communities in which you operate.

Q: What's the most interesting thing you have been able to do in your professional career?

A: Travelling to new parts of the world has been the most interesting part of my career. This industry can truly take you everywhere as the shippers and importers we support are not just in big cities. I have been lucky to see many places I would never think of visiting. From the cotton fields of Lubbock to the skyscrapers of New York City to the beautiful buildings of Singapore, I have loved the many places this career has brought me and look forward to the next challenge.

Q: What makes you get up each morning excited about your profession?

A: Creating value for my clients as I help them solve problems across the globe.

Q: If you could go back to high school and select any elective course to take that would have better prepared you for college, what would it be?

A: Knowing another language (or two) would be extremely helpful—I would take as many language courses as possible. As the world becomes more and more connected, being able to communicate effectively with one another is key. Not only does it make you more appealing as an employee, but you also get to learn more about different areas and cultures which would create further opportunities in different markets within the industry.

Beyond business, travel and exploring other parts of the world is a passion of mine. Being able to speak another language would only add to this love.

Q: What advice would you share with students or anyone considering your profession?

A: There is a huge opportunity for young professionals in our business. The logistics industry is dominated by an older generation which means there is a great opportunity for smart, hard-working people to have success early in their careers.



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