

Mark Vickers

Executive Vice President & Head of International Logistics
Reliance Partners

ABOUT

Mark collaborates with Logistics Service Providers and Shippers who are seeking to optimize their domestic and international insurance programs with a specialty in cross border transportation insurance.

EXPERIENCE

- Mark spent over 7 years in leadership with the second largest freight brokerage in North America, Total Quality Logistics. At TQL, he personally led in sales, specialized in moving freight in and out of Mexico, founded the TQL Nashville office, and hired/trained sales leaders to start offices in strategic cities.
- From his time in cross border freight brokerage, Mark developed a passion for providing better service to logistics companies in Laredo and shippers who move freight across the US and Mexico border. Mark was recruited to join MacroPoint, which specializes in real-time shipment visibility in North America. Mark expanded MacroPoint's visibility technology into Mexico and was an essential part in getting MacroPoint into new markets which enabled its acquisition by Descartes in 2017 for \$107 Million.
- In 2017, Mark recognized a need for the transportation industry to have better access to cost effective International Cargo Insurance with a focus on Mexico as well as Domestic High Value and LTL Cargo Insurance. For that reason, Mark founded Borderless Coverage. Borderless Coverage provides Direct and Automated access to All Risk Shipper's Interest Cargo Insurance. This coverage can be obtained on a per load, project, or annual basis.
- From 2017-2021, Mark was in leadership at Sedlak Supply Chain Consultants where he specialized in distribution center design and supply chain optimization. Here he worked with 3PLs and shippers to optimize their domestic and cross border facilities, technology, and processes including TMS and WMS selection and implementation.
- While still at Sedlak, Borderless Coverage was acquired by Reliance Partners in February 2021. This merger produced Borderless Coverage Powered by Reliance Partners. Mark now serves as the Executive Vice President and Head of International Logistics at Reliance Partners.
- Education: B.S., Business Administration, The Ohio State University