



Victor Zhou

Senior Supply Chain Analyst

Victor has served as a Senior Analyst for LJM Group since 2016 and has held similar roles in the parcel industry since 2011. He serves as the company's lead analyst for Parcel Optimization Services. Prior to entering the Logistics and Supply Chain industry, he worked several years in the Financial Operations and Accounting industry. Victor graduated from the University of Massachusetts at Amherst in 2006 with a degree in Finance.

Victor played a key role in developing pricing agreements for many of the largest shippers in the United States. Since then, he has specialized in mining data for shippers and analyzing thousands of parcel carrier agreements to identify and quantify changes in trends and patterns, culminating in an analysis that yields the client the most optimal Carrier Agreement possible. Victor is an integral part of the LJM contract negotiations team.

Victor has worked alongside technology departments and senior executives to create programs to automate, streamline and project transportation costs more efficiently and accurately, constantly adapting technological needs to the ever-changing Carrier and small parcel environment. He is a respected industry subject matter expert, consistently contributing to industry articles and publications relevant to parcel analytics and industry news.



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