



Tony Totta

Chief Sales Officer

eShipping

Tony Totta is the current Chief Sales Officer for eShipping, a market leader in logistics with a comprehensive supply chain offering a full-service distribution chain management company based in Parkville, Missouri. eShipping serves a mission call "to create opportunities for individuals to fulfill their destiny in a way that glorifies God" and embraces the values of faith, family, integrity, loyalty, and maximizing potential. What began as a 20-person operation in 2009, today employs over 400 people, servicing over \$1 billion in logistics across the U.S.

In 2003, Tony began a career in corporate sales for Lanier Worldwide, based in Atlanta, Georgia, and later entered sales management. In 2006, Lanier Worldwide was absorbed by Ricoh Americas, where Tony continued in sales management. In 2009 Tony joined the eShipping, a small privately owner logistic firm, to help build out the company under a mission-focused culture. Over the past 13 years, Tony has filled a variety of roles helping to enable the eShipping growth story. In 2011, Tony transitioned into operations to assume the leadership of eShipping's Client Services division, increasing the suite of operational services as well as building an employee recruiting and development model that is employed across the organization today. In 2013, Tony assisted in the development and launch of eShipping Exchange, a sister company and partnership sales channel. As Chief Sales Officer, he is responsible for all new business development for eShipping, eShipping Distribution, and eShipping Exchange.

Tony received a Bachelor of Science degree in Psychology from Clearwater Christian College in Clearwater, Florida, and later a Master of Business Administration degree from The Helzberg School of Management at Rockhurst University, in Kansas City, Missouri.

Tony grew up in a Christian family and was blessed with the strong value of family tradition and hard work discipline. He found a personal relationship with God in high school and college that began to shape the trajectory of his life. Through personal adversity in 2005, Tony was challenged to live a purpose-driven life led by his faith. In 2007, Tony and his wife Sarah helped launch a church in downtown Kansas City, Missouri, and in 2008 Real Life Downtown, a business networking luncheon to encourage faith integration, authenticity of character, and integrity in living.

Tony resides in Parkville, Missouri, with his wife, Sarah and their four kids: Anthony, Angelina, Roman, and Dominic.