

## Jim Sullivan Bio 2020

Jim Sullivan currently serves as the president of Humboldt Storage and Moving, based in Canton, MA. Prior to serving as President he has been the General Manager and Vice President of Operations. As the President of a Boston area moving company with a rich history of over 115 years, Jim knows the importance of the reputation of Humboldt in this area and beyond.

Because of this, Jim spearheaded and continues to grow a significant rebranding effort in the organization to reinforce the moving company's commitment in offering moving with less stress. The rebranding was not just words and logos but a company-wide commitment to customers that entrust a moving company to put them at ease during a stressful time. Today, Humboldt is well known across the moving industry and clients as the company that deeply understands what customers are going through during the moving process.

And more than that, each member of the Humboldt team understands the mission of the company and why a relocation either down the street or across the country needs to be done with the goal of less stress for all involved. Because consumers now know that Humboldt delivers a stress-free move, revenue at the company has seen a steady increase since the Relax and get Moving mission was established. What's more, Jim is now in the process of leading a massive expansion to the capacity of Humboldt Storage and Moving in Canton.

Jim's greatest strengths are serving the needs of the company clients and employees. The Humboldt team members are the face of the company and he knows them all personally. Jim believes in building long and trusting relationships with all he comes into contact within the business.

Jim has spent much time in the community and has brought the resources of Humboldt to assist several worthy organizations. For many years, Jim and the Humboldt team have played a major role in the March of Dimes, donating critical supplies, and helping with logistics for major fundraising events. Jim also sits on the board of directors of the organization. He has also helped to coordinate a truck pull fundraising event for Special Olympics Massachusetts that has raised well over \$100,000 and he forged a partnership with More Thank Words, a community bookstore that helps those with disadvantages gain valuable skills for the workplace and career.

Jim has also been very active in The Young Presidents Organization, better known as YPO. He has served many roles over the past decade including serving on the board, membership chair, learning officer and engagement officer and has served as the New England representative to the national organization.

Along with moving families across the country and the world, Jim has led a team that has conducted some very complex moves. Those include biotech and lab moves, high-value art collections, sophisticated commercial moves and even museums.

Under Jim's leadership, Humboldt has racked up countless industry awards and recognition. Most recently under Jim's leadership, Humboldt earned the 2018 American Moving and Storage Mover of the year award for outstanding service and commitment to the moving industry. Humboldt has also seen numerous Customer Choice awards over the past two decades, spearheaded by Jim and his leadership.

Jim himself has earned tremendous industry recognition, earning the United Van Lines Operational Achievement award and the Franklin Delano Roosevelt Humanitarian Award from the march of Dimes Boston, among many others.

Jim is well known in the moving industry for his expertise in several areas including residential and corporate moves, senior moving and moving with children. Other areas include a special services on moving with a family member with autism and reducing the overall stress of moving. Jim is often called on and counted on by organizations and moving industry groups to speak and help set policies around relocations.

A graduate of Boston College and having done some MBA at Northeastern University, Jim also completed the prestigious Hay Group's management leadership program which transforms managers into world-class leaders.

Prior to Jim's leadership roles at Humboldt, he worked at Ormes Transportation, an agent for Bekins Van Lines and at Shepard's Moving based in Connecticut. Jim has been in the moving industry since 1987 and because of his decades of moving industry experience, he has been asked to serve on operational and finance committees for United Van Lines and has helped Unigroup, the parent company rewrite agency commitments to on-time deliveries resulting in an extraordinary increase in client satisfaction.

Jim resides just North of Boston with his wife and three teenage children and of course his labradoodle dog (Fenway!). Boston sports is certainly a passion for Jim and his family!