



## **Meet Milton Carballo: A Dynamic Leader in International Logistics and Global Trade**

**Milton Carballo**, Chief Logistics Officer at **Timbereye**, stands out as a dynamic leader in international logistics and global trade. A member of the inaugural class of the **National Industrial Transportation League's** Emerging Leader Program, Milton brings more than a decade of hands-on experience managing complex, cost-effective supply chain strategies across the globe.

### **A Global Perspective from the Start**

Raised in Miami, Florida, Milton's early interest in international affairs was sparked through his studies in International Relations and Latin American Studies at Florida International University. This academic foundation led to an early career role as an Educational Attaché Assistant at the Consulate General of Spain, a post that deepened his cultural fluency and global outlook.

He launched his logistics career at CaroTrans, where he developed expertise in freight forwarding and containerized logistics. His first role at CaroTrans laid the foundation for a hands-on, grassroots understanding of the shipping world. As he took on more managerial responsibilities, Milton relocated to Seattle, where he oversaw the Pacific Northwest region and developed a strong acumen in managing both domestic and international accounts.

His work as an international account and logistics manager allowed him to travel the PNW region and gain insights into the diverse range of global commodities and the cultures that move them.

### **Driving Innovation at Timbereye**

Milton eventually returned to the South to support his wife's new career in Savannah, Georgia, and to welcome the arrival of their first child. Shortly after, he joined Timbereye—a dynamic global marketplace for buying and selling physical commodities via shipping container.

At Timbereye, Milton spearheaded the company's ocean shipping program and today oversees global strategy, procurement, and partner relationships. He plays a pivotal role in building reliable, scalable logistics operations with a focus on key markets including India, Vietnam, Guatemala, Honduras, Dominican Republic, and Gabon.

One of Milton's signature accomplishments has been the successful development and execution of a freight procurement strategy that consistently outperformed the spot market — including Freightos' minimum benchmark rates, which are typically considered contract-level lows. His efforts, especially on volatile lanes like Mundra, delivered over \$1.8 million in savings, as documented in a performance portfolio comparing internal rates against market data.

## **Tackling Industry Challenges Head-On**

Milton sees breakbulk shipping competition as one of the most pressing challenges in the industry, particularly in light of current economic uncertainties. He's especially focused on leveling the playing field for container-based logistics providers in regions like India, where breakbulk dominance threatens to displace companies like Timbereye.

A passionate advocate, Milton is pushing for reduced port fees and local policy reforms, particularly in South Carolina and Savannah, Georgia, where Timbereye is rapidly expanding.

## **A Leadership Style Rooted in Trust and Autonomy**

Milton's leadership philosophy centers on trust and empowerment. He believes in equipping teams with the tools and coaching they need to succeed while fostering a sense of ownership and independence.

## **Life Beyond Logistics**

Milton and his wife are parents to a three½-year-old son and a 21-month-old daughter, and the family shares a love of travel—whether it's exploring Mexico or Costa Rica or enjoying the magic of Disney. An outdoor enthusiast, Milton also enjoys hockey and recently accomplished a personal goal: climbing Mount St. Helens.

Milton Carballo exemplifies the next generation of logistics leadership—globally minded, results-driven, and committed to building strong, resilient supply chains for the future.