

**Fast Trackers**

# **Kristy Knichel, president, Knichel Logistics**

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Nate Weatherly Photography

**Age:** 39

**Hometown:** Mars

**Education:** Attended Indiana University of Pennsylvania for criminology and The Art Institute of Pittsburgh for fashion marketing

**Experience:** Has been working in the logistics industry since she was 19 years old. Prior to that, she was a manager at Fox's Pizza Den.

**Family:** Husband Jason, son Brayden (5)

*[Kristy Knichel](#) is president of [Knichel Logistics](#), a third-party logistics company. In this role, she has helped grow the family business by \$50 million in just over a decade.*

**What makes you a Fast Tracker?:** I am a very hard worker and always have been. I will do whatever it takes to achieve success. As president and CEO, I have grown my family business ... through a combination of hard work, dedication and by building an amazing team around me. The last part is key in that it really does take a team to excel across the board. Managing well is acknowledging that you aren't always the best person to do each job but you definitely have someone on your team who is.

**How you got on the fast track:** I was put on the road to the fast track by my father who gave me an opportunity to work for him long before Knichel Logistics was even a thought. Realizing that there was potential for greatness in what we were doing and having a passion for the work was even more momentum. What actually got me on the fast track was putting in the time and effort to make this opportunity a successful business. Often this involved 80-hour work weeks, incredibly difficult decisions and sometimes tears, but it was all worthwhile.

**Three traits that made you a Fast Tracker:** Communication, conscientiousness, passion

**No. 1 role model:**[Facebook COO] Sheryl Sandberg because she is an amazing woman.

**Advice for those who hope to become a Fast Tracker:** Never stop trying to reach your dreams and goals. You can do anything you want to, just work hard and put your time and effort into it.

**Where you hope the fast track will take you:** I want to double the size of what we are doing today and maybe beyond. Create more jobs and expand services.