

STEFFANS J. THOMAS

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PROFILE SUMMARY

Dynamic Sales Manager with more than 10 years of experience in contracts procurement, account management, and sales development. Top performer with proven success leading business development efforts, expanding customer base, and increasing revenues within accounts.

- Sales Forecasting
 - Relationship Building
 - Sales Development
 - Advertising & Marketing
 - Business Development
 - Project Management
 - Relationship Building
 - Prospecting
 - Strategic Planning
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PROFESSIONAL EXPERIENCE

XYZ Corporation, Denver, CO
Sales Manager

Mar 2004 to Present

Manage and direct sales for entire Colorado region. Build strategic relationships to encourage new and repeat business opportunities. Develop budgets, forecast sales, negotiate contracts, analyze market trends, and deliver sales presentations.

- Awarded Sales Manager of the Year for achieving 150% of quota in 2010.
- Increased revenue by 26% in 2009 and 33% in 2010.
- Enhanced customer retention by 95% through creation and implementation of a customer rewards program.
- Closed sales of more than \$200K for 3 consecutive quarters, the highest in company history.
- Presidents Club winner in 2002 and 2003.

ABC Corporation, Denver, CO
Account Manager

Jun 1999 to Mar 2004

Maintain full accountability for attaining corporate sales quotas, increasing revenue, and acquiring 20 new accounts per month. Cultivate business relationships in a designated market. Manage a diverse team of 25 sales representatives.

- Increased revenue by 25% in 2002, 33% in 2003, and 35% in 2004.
 - Exceeded account goals by generating 25 to 30 new accounts per month.
 - Achieved 156% of sales quota in 2003; ranked 2nd in the state and 12th nationwide.
 - Created and implemented a 3 step process in selling techniques; team consistently exceeded sales goals for 3 consecutive years.
 - Retained 98% of accounts by tracking and resolving all customer issues.
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EDUCATION

Bachelor of Science in Business Management
University of Colorado, Boulder, CO (2000)