

Thomas Moore

Experience

2017-Current Strategic Value Media Overland Park, KS

Vice President of Sales, Branch Manager

- Managed a team upwards of 50 sales reps.
- Increased sales by 200%.
- Created innovative training methods to ensure constant growth.
- Handled business development relationships to secure continued contracts.
- Oversaw bonus and incentive restructuring.
- Instituted strategies for new revenue streams to ensure a growing book of business.
- Coordinated an effective work flow between sales and other divisions to ensure optimal success.
- Changed company culture with constant praise and motivation to create a positive/hungry workplace.

2014-2017 Professional Sports Publications Atlanta, GA

Senior National Sales Director/Sales Manager

- Managed an international book of business with over 500 clients.
- Sold Digital and Print Media nationally.
- Helped train and coach an average of 4 new sales reps at a time.

2012-2014 University Sports Publications Atlanta, GA

Advertising Sales Director

- Created from scratch a book of business.
- Received numerous top salesman awards during tenure.
- Broke new industries to create niche markets to sell.

Education

Valdosta State University Valdosta, GA

- Bachelors of Fine Arts, Communication Arts

Skills

Leadership, Highly Versatile, Relationship Management, Proficient in all Microsoft Office Suite, Advertising, Sales, Marketing, B2B Sales.