

THOMAS "PRINCE" LACEY

SALES PROFESSIONAL AND BASKETBALL TRAINER

PROFICIENCIES

- Cloud-based PMS systems
- Microsoft Office
- E-mail communication
- Sales and outreach
- Outbound calling
- Customer service
- Time management

ACTIVITIES AND LEADERSHIP

Experienced basketball coach

- Newport HS (2018-present): Head C team & assistant varsity
- North City AAU (2019): 15U team
- Team Iball (2017): 12U
- Issaquah Select (2016-2017): 9U
- Mukilteo Boys & Girls Club

CONTACT ME:

Mobile: (425) 750-8338

Email: placey14@yahoo.com

LinkedIn: Prince Lacey

Address: 18305 96th Ave NE

Bothell, WA 98011

EMPLOYMENT HISTORY

Account Executive

SINCLAIR BROADCAST GROUP | NOV 2019 - JULY 2020

- **Award:** Largest deal size in company for January 2020
- Individually drove revenue of over \$40k by connecting small business owners with local news stations to help increase their brand awareness and community exposure
- Managed 50+ accounts in SaleSphere enablement platform by actively maintaining client relationships using emails and phone calls

Collections Specialist

IQ DATA INTERNATIONAL | MARCH 2019 - AUGUST 2019

- Consistently achieved monthly collection goals of at least \$4000 by making outbound calls to debtors and helping them create payment solutions
- Converted approximately 25% of leads into payments

Inside Sales Representative

WYNDHAM TIMESHARES | APRIL 2017 - OCT 2018

- Generated at least \$5000 in revenue per month by making outbound calls to upgrade memberships of current timeshare owners
- Reported at least 100 daily calls in PMS system in order to manage and grow client base by 20% per month

Warehouse Associate

FAST WATER HEATER | NOVEMBER 2016 - APRIL 2017

- Effectively managed over 100,000 units of inventory by recording incoming shipments in inventory management system

Parts Delivery Driver

FORD OF KIRKLAND | SEPTEMBER 2015 - NOVEMBER 2016

- Quickly and efficiently made at least 10 daily deliveries to dealerships and body shops all around the greater Seattle area
- Utilized interpersonal skills and product knowledge to answer customer questions sufficiently

EDUCATION BACKGROUND

Walla Walla Community College

ASSOCIATE OF ARTS IN BUSINESS ADMINISTRATION

- Attended from 2013-2015
- Coursework in general business admin, finance, marketing, statistics

Bothell High School

CLASS OF 2012

- GPA of 3.3
- Captain and starting shooting guard of varsity basketball team