

# Thomas Offer

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## Skills & Abilities

- Business Development
- Account & Territory Management
- Consultative/ Solution Selling
- Contract Negotiation
- Pricing & Proposals
- Operational Innovation
- Relational Management
- Project Management
- Creative Planning
- Trend Analysis
- Budget Management
- Staff Development
- Extensive Experienced sales professional
- Passion for customer service

## Experience

### **PROJECT AND FACILITY MANAGER | BOERNE BOAT AND RV STORAGE | SEPT 2017- MAY 2019**

- Cultivated and maintained relationships with clients thru interpersonal communication
- Launched and sustained social media networking sites, website, and google analytics
- Coordinated contractors and suppliers for multiple onsite and off-site projects
- Centralized suppliers for projects and coordinated deliveries in order to execute each build

### **SALES CONSULTANT | INFITINTI OF BOERNE | DEC. 2016-AUG. 2017**

- Advised clients on purchases thru needs-assessment based interactions
- Mastered brand and technology of Product line thru self and company orchestrated training
- Outpaced sales Projects and increased total profits
- Earned sales consultant of the month in July for most units sold

### **SALES CONSULTANT | NORTH PARK VOLKSWAGEN | JULY 2016-DEC 2016**

- Consulted clients thru needs assessment evaluation to identify relevant inventory on hand
- Stimulated sales and customer interactions thru Social Media posts
- Tracked sales and customer interactions thru CRRM Lead programs
- Studied brand and technology of product thru self and company orchestrated training

### **SALES CONSULTANT | MERCEDES BENZ OF BOERNE | APRIL 2011-JUNE 2016**

- Managed communication and problem solving between clients and management for the best resolution
- Executed offsite promotional events, golf tournaments, chamber events, etc.
- Attained 5 different promotions in 5 years of employment
- Received 2<sup>nd</sup> place for top grossing sales person within first year of sales