

Contact

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Top Skills

Teamwork

Business Planning

Sales

Certifications

OLT & Equity Licenses

EF SET English Certificate (C2 Proficient)

EF SET English Certificate 76/100 (C2 Proficient)

Honors-Awards

Rookie of the Month

Employee of the Quarter

Employee of the Month

Everoy J. Thomas

Sales Lead & Financial Consultant | Growing Start-ups | OLT & Equity Licensed | \$2.4M+ USD in Sales Across Finance, Logistics & Marketing using Personalized Systems & Tailored Strategies

Saint Andrew, Jamaica

Summary

At Sunabsorbed LLC, my mission is to deliver personalized solutions that empower clients to achieve their goals. Leveraging a foundation in sales marketing management, I've honed my leadership and organizational skills, driving consistent revenue growth through strategic market alignment and a focus on professional team development.

My approach centers on building robust professional networks through exceptional interpersonal skills and new business development. With expertise in customer relationship management, I'm committed to fostering strong client relationships and delivering tailored wealth management solutions that reflect my dedication to clients' financial success.

Experience

Sunabsorbed LLC

Sales Marketing Manager

September 2022 - Present (3 years 3 months)

New York, United States

Managing all aspects of the sales process. Successfully leading a sales team of 8-10 professionals, generating \$93,000 in personal sales, contributing to the company's total of \$368,000 during my tenure. I focused on fostering a results-driven and collaborative work environment, ensuring my team met and exceeded targets while building strong client relationships. My strategic approach in aligning sales efforts with market trends and company goals enabled consistent revenue growth.

A key aspect of my leadership involved team development, where I emphasized recruiting, training, and mentoring to improve individual and collective performance. This focus on professional growth allowed my team to consistently excel, driving sales results and operational efficiency. I

also prioritized client relationship management, ensuring that we delivered tailored marketing solutions, leading to high levels of customer retention and satisfaction.

I relied heavily on data analysis and forecasting to inform decisions, allowing for precise adjustments in strategy and accurate sales projections. This analytical approach, combined with strong negotiation skills, enabled me to close deals that maximized value for both the company and clients. My ability to adapt to changing market conditions and problem-solve under pressure ensured sustained success in achieving sales objectives.

Overall, my blend of strategic planning, team leadership, and client-focused sales management has produced significant results. I am passionate about driving measurable outcomes, developing high-performing teams, and using data to inform decision-making. My expertise in these areas has been critical in achieving the sales targets and overall business growth I was responsible for.

John Galt Insurance Brokers

Insurance Agent

November 2023 - October 2024 (1 year)

Jamaica

Planning and Organizing Expertise: Creating tailored and comprehensive wealth management solutions for clients seeking to initiate and/or maintain financial programs. With excellent organizational skills, I plan and schedules work/projects well in advance, ensuring timely and efficient execution.

Great interpersonal Skills: By actively attending networking events, employing cold calling techniques, and leveraging client referrals, I successfully identify and qualify new prospects, ultimately building a robust professional network.

Easy As ABC Marketing

Account Manager

January 2022 - October 2022 (10 months)

covenant insurance brokers ltd

Financial Advisor

July 2021 - July 2022 (1 year 1 month)

Jamaica

Offering & promoting diversity in investment portfolios for new & existing clients by showing and advising on the best investment options offered by major institutions such as Sagicor, NCB, JN, Guardian group etc.

Creating wealth management solutions for individuals looking to start a financial program.

Organizing and planning work sometimes months in advance.

Prospecting & building a network of professionals; tailoring financial portfolios and subsequently providing over 15 million dollars in investment solutions.

Sagicor Life Group

Financial Advisor

April 2020 - June 2021 (1 year 3 months)

Jamaica

Creating wealth management solutions for individuals looking to start a financial program.

Organizing and planning of work sometimes months in advance.

Building a network of professionals; tailoring financial portfolios, providing over 150 million dollars in investment solutions.

Jamex Logistics

5 years

Operations Manager

October 2018 - February 2021 (2 years 5 months)

Tampa, Florida, United States

I managed the day-to-day operations of a medium sized company with a team of nearly 50 people, including managers, independent contractors, accountants, and office staff. My focus was on making sure everything ran smoothly and cost-effectively, while constantly finding ways to improve how we worked. By reviewing financial reports and paying attention to what was happening on the ground, I helped the company grow its profits by over 120% during my time there.

I also handled hiring, training, and supervising staff, and made sure everyone stayed motivated and productive. I organized regular team meetings to understand any challenges, created simple systems to track performance,

and used what I observed to improve training and team support. I was closely involved in overseeing payroll, bonuses, and promotions, and was always looking for new ways to improve customer service and streamline operations.

Recruitment & Training Manager

December 2016 - April 2020 (3 years 5 months)

New Rochelle, New York, United States

Managed & scouted new recruits; creating training programs and compiled progress reports for HR manager perusal on a daily basis.

Organizing team meetings to solve problems/needs of subordinates, conducting performance appraisals.

Training new recruits, Cold Calling to get New Business & demonstration purposes, organizing team meetings to identify problems/ needs of subordinates, motivating staff to ensure a high level of productivity, which is constantly monitored by myself and other management and creating training programs.

Compiled progress reports for perusal of both management and staff's on a daily basis.

Logistics Agent & Executive Assistant

March 2016 - November 2016 (9 months)

New Rochelle, New York, United States

Coordinating the transportation of freight throughout the United states and Canada and Mexico.

Sold freight services, building a customer base, negotiating rates with customers, cold calling, organizing and filing documents, and managing and finding a solution to customer complaints.

Helping management to create systems to make process more efficient e.g international payroll, load documentation turned virtual, training and recruitment program for international staff.

JerJad's Legacy

Owner & General Manager

June 2017 - September 2020 (3 years 4 months)

Kingston, Jamaica

Managing operations of a small e-commerce store; ensuring all aspects of the operational process are carried out effectively e.g transportation, customer service, financial management, marketing etc.

Finding creative and innovative ways to improve sales and lower overhead; essentially creating effective systems geared towards improving efficiency.

Red Stripe Corporate

Customer Service Sales Representative

November 2014 - December 2015 (1 year 2 months)

Kingston, Jamaica

Creating new and innovative strategies to effectively increase sales of new products offered by the company.

Managing customer relations at networking events and subsequently reporting on aspects such as how products were received by the market, reviews and recommendations on how to improve quality of the customer service experience.

Prospecting potential new customers based on our intended target market to meet personal quota ultimately increasing sales by over 15% during my tenure.

Freelancer.com

Freelance Consultant/Tutor

August 2014 - December 2015 (1 year 5 months)

Kingston, Jamaica

Managing & tutoring assignment, writing reports, and solving problems relating to Business, English Language & Mathematics for both individuals and small to medium sized organizations.

Increasing portfolio by prospecting new clients and motivating existing clients to refer me based on great service & commitment to complete the task at hand.

Grand Bahai Principle Hotel

Chef & Waiter

June 2014 - August 2014 (3 months)

Runaway bay, Saint Ann, Jamaican

Waiting table, executing customer service skills, taking orders, checking stock. Selling the hotels products to guests such as wines, food, etc. Preparing the restaurant and bar for service.

Prepared dishes such as Boneless Fried fish fillet, escovitch fish, sweet potato salad, cheesecake cupcakes with cherry glaze, spring salad, deep fried potato wedges, Breaded fried boneless chicken.

La Vue Cafe

Restaurant Manager

January 2014 - May 2014 (5 months)

Old Harbour, Saint Catherine, Jamaica

Preparing daily reports to tell actions carried out by the business for perusal of General Manager. Worked as a waiter, waited tables, prepared utensils and dining room when necessary.

Created Menus, Duty rosters, Employee evaluation sheets, questionnaires for surveys, schedules, held meetings.

Occasionally worked as chef and prepared dishes such as Boneless Fried fish fillet, escovitch fish, sweet potato salad, cheesecake cupcakes with cherry glaze, spring salad, deep fried potato wedges, Breaded fried boneless chicken, & blended drinks.

Constantly finding new & innovative ways to improve the quality of customer service.

Managing a medium sized restaurant including kitchen & dining room managers, independent contractors, accountants, secretaries etc.

Ensuring all aspects of the operation process are carried out in the most effective, appropriate & cost efficient way.

Education

University of Technology, Jamaica

· (2014 - May 2019)

Portmore Community College

Associate's degree, Hospitality and Tourism Management · (September 2012 - May 2014)

Glenmuir High School

CSEC, Business, Science & Arts · (August 2007 - June 2012)