**TIM MCDERMOTT**

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**SUMMARY**Marketing & Sales Professional with over seven years of vast experience in Hospitality Management in addition to a year in the Manufacturing Environment

**SKILLED IN:**   
**Advertising & Promotions, Recruiting & Interviewing, Computers,  
Telemarketing, Client Relations, & Event Planning**  
  
**EXPERIENCE**

**Classic Hotels of Connecticut, Simsbury, CT 2010-2011**

**Junior Marketing & Sales Executive**

Developed and maintained new business accounts

Maintained and kept in close contact with previous hotel clients

Executed and monitored various marketing and sales strategies

Communicated and educated the hotel concierge staff of our product

**Point Lighting Corporation, Bloomfield, CT 2008-2009**

**Customer Service & Sales Accounts Manager**

Educated, serviced, and sold quality lighting to domestic and export prospective & current customers

Analyzed, interpreted, & resolved customer issues on a daily basis while prospecting for new business

Performed complex analyses of purchase order submittals

Interacted daily with Engineering, Production, & Accounting to ensure 100% quality & customer satisfaction

**The Simsbury 1820 House, Simsbury, CT 2002-2008**

**Marketing & Event Coordinator/Banquet Manager**

Develop new business using strong telephone skills with the ability to overcome objection, close business, and grow market share.

Spearhead multiple promotional campaigns while establishing brand recognition throughout Hartford County

Increased client base by 25% since start date

Effectively manage and consider prospective client budgets while up-selling and cross-selling various components of event packages

Exhibit the ability to comprehend and utilize marketing research to support sales propositions

Clearly communicate with staff of 15-20 all necessary objectives and guest requests before any given event

Maintain a high energy and strong team mentality with staff to keep up a positive flow and generate return business

Assisted in training and developing new employees by explaining and exhibiting hands on—all day to day duties and expectations

**Reservations Manager**

Managed eight employees while ensuring the highest standards of client satisfaction

Remained detail & goal oriented while in a high stress atmosphere

Assisted in weekly forecasting & scheduling

Guaranteed reconciliation of all transactions

Placed client needs first and foremost while ensuring positive morale within my own circle of employees

Utilized multiple computer systems to complete day to day tasks

**EDUCATION**

**University of Connecticut, Storrs, CT 2001**

Bachelor of Science, School of Business Administration

Major: Marketing. GPA 3.6