

# Thomas Prunetti

Sales Engineer - Trelleborg Sealing Solutions ♦ NY, NJ, PA

Ewing, NJ - Email me on Indeed: [indeed.com/r/Thomas-Prunetti/8be44c19b13d902a](https://www.indeed.com/r/Thomas-Prunetti/8be44c19b13d902a)

Authorized to work in the US for any employer

## WORK EXPERIENCE

### Sales Engineer

Trelleborg Sealing Solutions ♦ NY, NJ, PA - June 2014 to Present

- Responsible for the sale of Sealing Solutions products to include, but not limited to, elastomeric o-rings and static seals, spring energized seals, rotary seals, linear rod seals, cylinder seals, molded gaskets, bearings and bushings, LSR (liquid silicone rubber), and silicone tubing.
- Major markets include Aerospace, Automotive, Machine Tools & Fluid Power, Off-Highway, Agriculture, Construction, Food & Beverage, Chemical Processing, Life Sciences, Pharmaceuticals, Oil & Gas, Mining, Alternative Energy, and Marine.
- Major accounts include Bosch Rexroth, Penske Racing Shocks, Lockheed Martin, Hydac, Stryker Bio, Alfa Wassermann, Schramm, Ingersoll Rand.
- Interface with all contact levels including Engineering, Purchasing, C-Room.
- Brought in over \$500K in new projects within the first 6 months of employment.
- Completed multi-level trainings including specific product training such as Spring Energized Seals and Orkot Marine bearing material.
- Familiar with a wide range of thermoplastic and elastomeric materials including filled and unfilled PTFE, PCTFE, ETFE, polyurethanes, polyester elastomers, nitriles, silicones and fluoroelastomers.

### Account Manager

Graco, Inc - New York, NY - December 2009 to February 2014

- Responsible for sale of finishing equipment in the Pennsylvania, New York, and New Jersey territory through distribution.
  - Major markets include Military, Wood and Furniture, General Metal, Farm and Construction, Truck and Bus, Aerospace, and Electronics.
  - Major accounts include Mack Truck, Harley Davidson, Martin Guitar, Case New Holland, JLG, Oshkosh Truck, Manitowoc Crane, General Dynamics, BAE, Matthews International, Wood Mode, Johnson Controls, Armstrong World Industries.
  - Individuals interfaced with include Distributor Principals, Distributor Sales Representatives, and all End-User positions including Maintenance Managers, Facilities Managers, Purchasing Managers, and Engineering.
  - Position requires managing all aspects of the sales process.
  - Total annual volume is approximately 3.5 million dollars.
  - 34% growth in 2010, 18% growth in 2011.
  - President's Club 2010, 2011.
- "Planned leave for birth of child/ travel requirements"

### Outside Sales Representative

Ryan Herco Flow Solutions - W. Norriton, PA, US - September 2005 to May 2009

- Responsible for sale of pipe, valves, fittings, instrumentation, tanks, tubing, and pumps in the New Jersey/Delaware territory.

- Major markets include Manufacturing, Chemical, Pharmaceutical, Utilities, Waste, Water, and Electronics.
- Major accounts include Siemens Water Technologies, Dupont, Johnson and Johnson, Ocean County Utilities, Johnson Matthey.
- Individuals interfaced with include Purchasing Managers, Engineers, and Maintenance Supervisors.
- Position required cold calling as well as account maintenance and expansion.
- Total annual volume was approximately 1 million dollars.

"Position eliminated due to 25% corporate downsizing"

### **Customer Service Representative**

Merrill Lynch - Hopewell, NJ - September 2004 to August 2005

- Provided complete and accurate information to clients in a multi-task, high-pressure environment that requires attention to detail.
- Processed various financial transactions including stock, money market, and mutual fund trades, loans, and withdrawals.

### **Inside/Outside Sales Representative**

Randstad North America - Princeton, NJ - February 2004 to September 2004

- Sold Randstad's staffing solutions and performed human resource functions to fill open orders.
- Effectively recruited, interviewed, retained, coached and developed Talent, understanding their needs and helping them meet their professional goals.
- Administered all aspects of the payroll process including collecting timesheets, entering time, and printing checks for Talent working.

## **EDUCATION**

### **BS in Business Administration**

The College of New Jersey - Ewing, NJ

May 2002

## **SKILLS**

Sales (10+ years), Relationship Management (10+ years), Closing (10+ years), Research (10+ years), Adaptability (10+ years), Strategic Planning (10+ years), passion (10+ years), Energetic (10+ years), intelligent (10+ years), hunter (10+ years), Account Management (10+ years), Financial Services (1 year), Recruiting (1 year), Relationship Building (10+ years), Key Account Management (10+ years), Motivated (10+ years), Excellent Communication Skills (10+ years), Analytical (10+ years), Computer Savvy (10+ years), Leadership Skills (10+ years), Multi-Tasking (10+ years), Problem Solving (10+ years), reasoning (10+ years), Negotiating (10+ years), Team Player (10+ years), Creative (10+ years), Cold Calling (10+ years), Territory Management (10+ years), Honesty (10+ years), Integrity (10+ years), morality (10+ years), Motivated (10+ years), CRM (10+ years), Budget Management (10+ years), Business Development (10+ years), Budgeting (10+ years), Customer Service (10+ years), Computer Literate (10+ years), Data Analysis (10+ years), Detail Oriented (10+ years), Development (10+ years), Documentation (10+ years), Dependable (10+ years), Forecasting (10+ years), Facebook (10+ years), LinkedIn (10+ years), Data Management (10+ years), Microsoft Office (10+ years), Interpersonal Skills (10+ years), Jd Edwards (2 years), Oracle (4 years), As400 (3 years), Peoplesoft (1 year), Extremely Organized (10+ years), guitar (10+ years), golf (10+ years), Super Office (2 years), Knowledge Management (10+ years), Lotus Notes (4 years), Lead Generation (10+ years), Microsoft Office Suite (10+ years), New Business Development (10+ years), Networking (10+ years), Project Management (10+ years), Social Media (10+ years), Time Management (10+ years), Troubleshooting (10+ years), distribution management (10+ years), Loyal (10+ years)

years), Positive Attitude (10+ years), Self-Motivated (10+ years), Self-Starter (10+ years), Willing To Learn (10+ years), Professionalism (10+ years), confident (10+ years), Technical Skills (10+ years)

#### LINKS

<https://www.facebook.com/tom.prunetti>

<https://www.linkedin.com/in/thomasprunetti>

#### ADDITIONAL INFORMATION

##### SKILLS/TRAINING

LinkedIn Social Selling Index: 86

Computer skills: Apple: iOS and OS X for iPhone, iPad, and iMac, AS400, Peoplesoft, Microsoft Office Suite, SAP, Oracle CRM, SuperOffice CRM, and JDEdwards ERP.

SPIN Selling by top 100 trained companies (Randstad NA).

Extensive vendor and sales training through Ryan Herco Flow Solutions.

Extensive product and sales training through Graco, Inc.

Sales Excellence: Creating Customer Value training through TSS.