

Thomas Durham

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Summary

Experienced sales professional with 4 years of experience

Skills

sales strategy • sales presentations • sales forecasting • customer relationship management • closing • cold calling • account management • negotiation

Experience

03/2020 - 04/2021

Sales Manager - Crawford and Sons

- Developed sales strategies and presentations
- Developed sales strategies and presentations

06/2021 - 05/2024

Sales Lead - Thompson, Benson and Ramirez

- Developed sales strategies and presentations
- Generated \$246K in revenue through new client acquisition
- Achieved 118% of sales targets consistently
- Developed sales strategies and presentations

11/2017 - 06/2018

Sales Manager - Smith, Perkins and Davis

- Generated \$495K in revenue through new client acquisition
- Generated \$475K in revenue through new client acquisition
- Generated \$228K in revenue through new client acquisition

Education

- Master of Engineering, Duran, Carroll and Kerr University (2017)