

# TIM FLINDERS

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## Objective

To use my knowledge from my previous history of medical sales, account/project management skills and entrepreneurial spirit of hard work to make a great Corporate Sales & Marketing Associate.

## Professional Experience

### *Small/Medium Account Manager*

*April 2016 – Present*

#### 180FUSION

Draper, Ut

Act as the direct point of contact and strategist for all digital marketing services for 180fusion small to medium sized business clients.

- Introduce new products and services to clients.
- Build relationships with clients and provide escalation management when necessary.
- Create marketing plans and solutions for clients by staying current on industry trends

### *Lead Floorhand*

*July 2013 – December 2015*

#### PATTERSON-UTI ENERGY INC.

Pinedale, Wy

Worked closely with team to improve operations and assist in drilling activities.

- Helped reduce project average drilling time from 14 days to 8 days for a completed well.
- Conducted daily pre and post shift engagement with team to discuss the events, identify areas for improvement, make goals and report how operations improved.
- Trained and mentored new hire employees.

### *Director of Sales - Respiratory*

*January 2012 – July 2013*

#### MONET MEDICAL, INC.

Salt Lake City, Ut

Results oriented professional excelling in business development and project management.

- Managed all aspects of the sale from proposal to delivery of equipment.
- Created business plans to develop business for territory for over 2,300 facilities which included: equipment acquisition, inventory management, sales reports, cold calling, email blasts, and other marketing channels.
- Provided excellent client relationship management as evidenced by return customer orders and maintained up to date detailed knowledge of product / services offered.

### *Commercial Real Estate Sales Agent*

*January 2004 – December 2011*

#### MOUNTAIN WEST RETAIL COMMERCIAL REAL ESTATE

AMERICAN FORK, UT

Self-starter that built business with no prior experience in real estate.

- Researched the market, analyzed options, and provided opinion of value to help clients make the best decisions possible. Created LOI's, leases, and purchase contracts for clients.
- Highly self-motivated as evidenced by sales volume in the 2009 down market, ranked #3 out of 12 agents with over \$10,000,000 in sales volume.
- Contacted and developed working relationships with local and national clients including: Sears, Sears Home Appliance Stores, Kmart, Wells Fargo, Deseret First Credit Union, Realty Income Corp, Nearon Enterprises, TIC Properties and many others.

## Education

*Bachelor of Science in Business Management/Human Resources*

*December 2002*

UTAH STATE UNIVERSITY

LOGAN, UT