

# Thomas Kuntz

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(630) 689-3381

## EDUCATION

### **M.S. Computer Science, Anticipated Spring 2017 | Northern Illinois University | G.P.A. 3.86**

- *Relevant coursework:* C++ I & II, Java, Intro to Software Engineering (Agile Methods, Requirements Gathering, Software Life Cycle), Software Engineering II: Systems Design and Analysis, Object -Oriented Design and Programming (C++ STL, Data Structures), Databases (SQL, PostgreSQL, HTML, PHP, ER Diagrams), Advanced Database Design (Relational Algebra, Relational Calculus), iOS Mobile Device Programming (Swift).
- Participated in IBM's 2016 Master the Mainframe Competition.

### **B.A. History with Honors, 2012 | Northern Illinois University**

- Participated in the Honors program which provided the opportunity to work closely with professors on projects outside the normal classwork and take classes specifically designed for honors students.
- Completed undergraduate thesis on the role of women's labor unions in the meatpacking industry.
- GPA and Thesis completion qualification for graduation with Honors.

## EXPERIENCE

### **RETAIL AREA SALES MANAGER, GE APPLIANCES, New England Field Location | 08/2013-06/2015**

- Promoted to a field sales role in Western Massachusetts. Covered areas of W. Mass, Vermont, and Eastern New York State.
- Sold to national and independent retailers; territory volume of \$25MM GSB.
- Responsible for execution and creation of marketing and advertising materials for independent retailers.
- Refined skills analyzing industry and customer trends through reported sales figures and Stevenson Company data.
- Exceeded sales goals by 14% in Q4 2014.
- Trained sales associates at independent retailers and national accounts to keep them up to date on latest product information.

### **DIRECT AREA SALES MANAGER, GE APPLIANCES. Louisville, KY | 07/2012-08/2013**

- Upon graduation, I joined GE's Commercial Training Leadership Program. This rotational program allows recent college graduates to prepare for management roles in GE by rotating through various jobs in GE's sales and marketing division with intention to return to the corporate offices with an understanding of how the business is operated from multiple perspectives.
- During my first rotation, I primarily sold to property managers, builders, and contractors in the Boston, MA market while working from the GE Appliance corporate office in Louisville, KY.
- Signed one of the region's largest property management companies to an exclusive contract increasing my account portfolio by over 100 accounts. The contract with this customer was previously held by our largest competitor.
- Completed Negotiation Skills Training. Six Sigma Green Belt Certified.