

Thomas Lesner

Seasoned, Customer-Centric Account Manager

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OBJECTIVE

Obtain a senior account manager position in the Colorado metro area working with clients to support organizational objectives.

SUMMARY

Dynamic, tech-savvy account executive with 10+ years of sales and leadership experience in B2B and B2C. Experienced at building trusted, loyal relationships with high-profile clients, resulting in best-in-class performance for client retention.

EXPERIENCE

Account Executive — SALT Marketing & Lead Generation, Littleton, CO

April 2023 - Present

- Completed all onboarding, list-building, execution of campaign strategy, and all following activities resulting in client opportunities within 3 months of contract signing.
- Represented small companies and multinational, billion-dollar corporations.
- Responsible for weekly campaign marketing communication and monthly data-driven report communication with clients.
- Maintained a detailed prospecting and sales pipeline for SALT client acquisition leading to a book of business in the top 5% of all Account Executives at SALT.

Portfolio Manager — Wynkoop 38, Westminster, CO

February 2019 - Present

- Prospected and nurtured client relationships with prospective tenants and vendors, resulting in successful long-term partnerships.
- Develop strong relationships with tenants throughout multi-year deals, increasing satisfaction and repeat business, leading to a 65% net operating income (NOI) increase.
- Skillfully navigated negotiations and executed deals in a timely and profitable manner, consistently meeting or exceeding revenue targets.

Sales Manager — Shane Company, Westminster, CO

November 2019 - February 2023

- Led a high-performing team of 15 sales professionals, driving record-breaking sales of \$22 million in 2021 and \$23 million in 2022.
- Conducted regular, individual development sessions with a team of 6 sales professionals to improve the store's overall product expertise and profitability.
- Operated various software and Customer Relationship Management systems.

Training Manager/BMW Genius — Gebhardt BMW, Boulder, CO

June 2016 - October 2019

- Trained and mentored 8 sales professionals and managers, resulting in a 14% increase in sales over 12 months.
- Ability to convert simple product knowledge and complex technical information into understandable concepts for customers and center employees.
- Communicated customer needs and questions to salespeople and technicians.

Sales Manager — Furniture Row Companies, Appleton, WI

January 2015 - May 2016

- Trained and mentored 3 sales professionals across 3 brands leading to 14% annual sales increases
- Personal sales average over \$750k annually.

EDUCATION

Bachelor in Political Science — University of Wyoming, Laramie, WY

SKILLS

Communication, Team Player, Leadership, Collaboration, Creative Thinking, Public Speaking, Upsell and Cross-Sell, Quick Learner

TECHNICAL SKILLS

Data Analysis, Microsoft Office Suite, Account Management, Google Suite, CRM, Research Skills