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CONTACT

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ALIAS

TREY LORILLARD, TOM AUGUST



TECH SKILLS

OPERATING SYSTEMS

WINDOWS, OS, IOS, LINUX,
KALI-LINUX, UBUNTU

FRONT-END DEVELOPMENT

HTML5, CSS3, JQUERY, WORDPRESS,
RUBY, RAILS, NODE.JS, PHP, LIQUID

FRONT-END TOOLS

TERMINAL, VIM, COMMAND LINE,
SUBLIME TEXT, CODA, ATOM

DATABASES

MYSQL, POSTGRESQL, MARIA DB,
MONGOOSE

FRAMEWORKS

BOOTSTRAP, UIKIT, ZURB, MATERIAL,
MDL, SEMANTIC UI

PENETRATION TESTING

NMAP, WIRESHARK, METASPLOIT,
BURPSUITE, ARMITAGE,
AIRCRAK-NG

3D DESIGN

CINEMA 4D, ZBRUSH, MAYA,
REALFLOW, VRAY, ARNOLD

2D DESIGN AND LAYOUT

PHOTOSHOP, ILLUSTRATOR,
INDESIGN, AFTER EFFECTS, FLASH,
FIREWORKS, POWERPOINT, WORD,
PUBLISHER



THOMAS AUGUST LORILLARD III

○ PROFILE

Accomplished, results-driven professional offering successful experience in driving market share and creating revenue gains through strategic marketing initiatives and effective brand management. Recognized as a multi-level manager consistently delivering results that exceed employer expectations.

STRONG BUSINESS ACUMEN VIA CREATIVE NAVIGATION!

○ EDUCATION

B.A. MASS COMMUNICATIONS

EMPHASIS ELECTRONIC MEDIA

TEXAS TECH UNIVERSITY / TEXAS STATE UNIVERSITY

AUGUST 2001 - MAY 2005

○ EXPERIENCE

CO-OWNER

TIER 1 AUTO GROUP LLC (SAN ANTONIO, TX)

MARCH 2018 - PRESENT

Created Tier 1 Auto Group LLC from the ground up. Responsible for everything from the business aesthetics to buying and selling cars and everything in-between.

NEW VEHICLE SALES REPRESENTATIVE

NORTHSIDE FORD (SAN ANTONIO, TX)

SEPTEMBER 2017 - FEBRUARY 2018

Responsible for new vehicle sales, developing and maintaining customer relationships and practicing professional marketing skills through various techniques.

- ◊ Exhibited high level of commitment to customer satisfaction.
- ◊ Assisted customers in selecting vehicles by asking questions and listening carefully to their responses.
- ◊ Sold a minimum of 10 vehicles per month.

STORE MANAGER

ATM / PUBLIC CLOTHING COMPANY (EAST HAMPTON, NY)

MAY 2016 - NOVEMBER 2016

Responsible for supervising the organization's staff, meeting customer needs, creating goals, merchandising, and budgeting plus managing the day-to-day operations.

- ◊ Worked directly with the designer (Anthony Thomas Melillo) to implement his vision for the store.
- ◊ Created systems of standards and practices to ensure success.
- ◊ Helped with sales to promote brand-awareness in a new environment.

ASSISTANT TO THE EAST COAST RETAIL DIRECTOR

ATM / PUBLIC CLOTHING COMPANY (New York, NY)

November 2015 - May 2016

Responsible for assisting the East Coast Retail Director in upholding brand visibility and marketing in every major market east of New Mexico all the way to New York.

- ◊ Made sure all stores merchandised ATM to our brand standards.
- ◊ Created relationships with department managers to help increase sales.
- ◊ Assisted with giving brand/sales seminars to various stores.

SALES ASSOCIATE / KEY HOLDER

GREGORY'S / FRED SEGAL FEET (DALLAS, TX / LOS ANGELES, CA)

July 2013 - November 2015

Responsible for high end specialty sales, developing and maintaining customer relationships and practicing professional marketing skills through various techniques.

- ◊ Helped with creating marketing assets in-store and for mass distribution.
- ◊ Consulted directly with the men's buyers to help maximize profit.
- ◊ Responsible for merchandising the men's department.

CREATIVE DIRECTOR

DEALER WEB WATCHER / PLT TECHNOLOGIES LLC (MCKINNEY, TX)

April 2013 - May 2015

Expertly led the creative direction of our accounts all varying in industry and size. Served as creative director, graphic designer, and web-developer. Provided innovative concepts, photo art direction, and UI design.

- ◊ Provided proposal design for sales under extremely tight deadlines.
- ◊ Established relationships with designers, vendors and key clients.
- ◊ Managed approximately 40 different clients marketing campaigns.

MEN'S MERCHANDISER / KEY HOLDER

POLO RALPH LAUREN COMPANY (SAN ANTONIO, TX)

February 2010 - April 2011

Full Time sales professional, interim manager responsible for opening, closing and store operations in absence of GM or AGM.

- ◊ Built and maintained client relationships.
- ◊ Responsible for merchandising the men's department.
- ◊ Coached others on sales techniques and methodology.

ACCOUNT EXECUTIVE

KONICA MINOLTA BUSINESS SOLUTIONS USA INC. (DALLAS, TX)

June 2007 - February 2010

Responsible for producing average sales of \$35,000.00 per month while developing and maintaining customer relationships, creating professional marketing material for my entire branch and generating new business on a monthly basis via various techniques (i.e. cold calls, mass mailers, emails, fax blasts, and telephone prospecting.)

- ◊ Finished FY 2008 in top 15% of 700 Account Executives nationwide.
- ◊ Branch trainer among peers for specialized practices.
- ◊ Leader in an elite group of sales executives in our branch called "Power Users".