

Thomas Dane

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Professional Summary

Strongly dedicated and reliable Retail Sales Executive with an outstanding client satisfaction history and superior work ethic. Adept at functioning well as an independent worker with little to no supervision or as part of a retail executive management team. Especially skilled at maintaining superb relationship networks with clients, vendors and all levels of staff with a high degree of courtesy and professionalism.

Core Qualifications

- Excellent breadth of retail sales executive experience
- Strong knowledge of channel sales management and direct sales principles and practices
- Superior facility with selling solutions related to mergers and acquisitions
- Outstanding skills in FSV product line comprehension
- Exceptional interpersonal and communication abilities
- High knowledge of MS Office applications

Experience

Retail Sales Executive 6/1/2011 – Present

TechVision Inc.

St. Paul, MN

- Reached or exceeded sales quotas and financial objectives on a regular basis.
- Maintained sales pipeline records and updated as required.
- Performed troubleshooting to anticipate account complications and client queries.
- Maintained and updated relationship maps for current and prospective clients.
- Conducted research on current retail industry services trends and news.
- Assisted with training staff in integrated marketing solutions.

Retail Sales Executive 6/1/2007 – 5/1/2011

MacWhirter Corporation

Minneapolis, MN

- Expanded client base through cold calling to qualified prospective customers.
- Assisted in developing a pipeline for new retail business opportunities.
- Evaluated business and industry requirements for each existing and prospective account.
- Managed and maintained key strategic client relationships.
- Fostered and sustained important successful business partnerships.

Education

Bachelor's Degree – Business Administration

2007

University of Minnesota

Minneapolis, MN