

Thomas Powell

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Summary

Sales management professional with prior experience in Indiana and Louisiana territory. Extensive network of contacts in Automotive and Insurance industry.

I am Team Leader offering a 25 year background in sales and customer service, as well as in-depth understanding of the sales cycle process.

Results-oriented and energetic with expertise in lead qualification and closing strategies. Extensive sales training and presentation experience.

At all times focused on customer satisfaction throughout all stages of the sales life cycle.

Highlights

- Established track record of exceptional sales results
- Goal-oriented
- Excellent and Persuasive communication skills
- Positive and upbeat
- Recipient of Top Producer and Sales Manager Awards in the Automotive and Insurance Industry
- Decisive
- Self-motivated
- Highly competitive
- Good Listener
- Honest and High Integrity
- Staff development/training
- Sales force training
- Computer Literate
- Exceptional multi-tasker

Accomplishments

Improved

- *Sales and Increased production to a level to that had not been accomplished previously. Won several Top Producer Awards which resulted in all expense trips to Mexico and Bahamas for myself and team members*

Training

- Developed and executed training program for company sales team in Louisiana, increasing employee productivity and product knowledge

Experience

Bankers Life and Casualty
Unit Sales Manager

February 2008 to August 2011

Baton Rouge, LA

Responsible for implementing all business-building and relationship-building expectations with territory Branch Managers, Field Trainers, Sales Unit. Office Staff and Policy Owners. Additional training in Procedures, Sales Cycle and Closing Techniques for New Agent sales school trainer for the entire state of Louisiana.

Raisor Autogroup & DeFouw Chevrolet

December 1998 to August 2007

Sales Associate

Lafayette, Indiana

Sales of New and Pre Owned Vehicles, vehicle appraisal, closing sales, and vehicle assignment program

Raisor Automotive Group

June 1998 to December 1999

Sales Manager

Lafayette, Indiana

Managed team of 15 sales associates, inventory of 100 Pre-Owned units, buying and selling units at three auctions, made mechanical decisions on all pre-owned units, monitored detail shop

Northwestern Mutual

August 2011

Financial Representative

Indianapolis, Indiana

Education

Carroll High School

1983

Business

High School Diploma

Flora , Indiana, United States

I have completed my professional courses as a Financial Adviser including Series 6 Exam, Certified Long Term Care Specialist Exam, Professional Trainer School and all continuing education for Life, Accident and Health Insurance Agents.

Grant Cardone sales school, Ford, Chevrolet and BMW product knowledge school.