

Tom Teuscher

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Summary

Top producer and goal-minded sales professional bringing 20+ years in direct in-home, business-to-business, and retail sales experience. One call closing experienced familiar with commission only compensation.

Highlights

- Direct sales experienced
- Strong one call closer
- Highly awarded
- Trainable, hardworking
- Driven
- Willing to travel
- Follows company presentation
- Appreciates support

Accomplishments

- "Gold Member" Top 3 Sales Club - Reliable Toyota
- Third quarter "Eagle All-Star" winner - Colonial Life
- 4 time "Diamond Pin Winner" KC Division - EBUSA
- 6-time "200 Club" membership award - EBUSA
- 1 time "300 Club" membership award - EBUSA
- 8 time "Regional Rep-of-the-month" award - EBUSA
- 1 time "Edinburgh, Scotland Trip for 2" winner - EBUSA

Experience

Team Leader and Client Adviser

July 2009 to Current

Reliable Toyota – Springfield, MO

Reliable Toyota is part of nations largest privately held automotive chain of stores.

- Negotiated prices, terms and conditions of sales agreements
- Team Leader successfully promoted 5 team members for dealership
- Successfully implemented 10-step selling process
- Maintained Toyota product certification at Mastery level
- Gross profit responsibilities
- Top 3 sales club Gold member
- 25% closing ratio on store visits & 50% closing ratio on appts.

Captive Sales Representative

March 2008 to June 2009

Colonial Life – Springfield, MO

Colonial Life offers work-site supplemental insurance. Their target market was focused on small local businesses.

- Group presentations to companies via Powerpoint presentation
- Research and Cold call business to business
- Awarded Eagle All-Star for most new accounts opened in third quarter

Loan Originator

March 2004 to December 2007

Independent Contractor – Springfield, MO

Duties were to self-generate purchase, construction, and refinance loans for various mortgage brokers on contract basis.

- Originated over 2 million dollars in purchase and refinance loans in first 12 months

- Self taught with proficiency in Calyx software and on-line underwriting engines including DU and LP
- Performed superb customer service by delivering dependable customer service and conscientious attention to detail
- Developed Realtor and for-sale-by-owner relationships

Bank Card Sales Representative

December 2002 to March 2004

First American- Hurst – Gunnison, CO

First American - Hurst is a merchant services provider of credit card processing, point-of-sale processing terminals, and offers other value added retail products and services.

- Designed and funded my own direct mail program to leverage myself and company into state and local market.
- Cold calling and One-call closing b2b sales
- Installation and training duties for merchant
- Generated 1/2 million in annual sales revenue for company

Sole Proprietor / Senior Sales Representative

May 1996 to January 2003

Home Library Company – Springfield, MO

I formed Home Library company after Encyclopedia Britannica dissolved its direct sales force. Overall duties included sales and business development functions including marketing to public and private schools, win approval from hundreds of principals and superintendents for "parent letter pass-out" through classrooms through extensive travel. Successfully managed profit and loss, procurement, shipping, credit card billing, accounts payable, accounts receivable, and one-call closing.

- Consistently generated \$150,000 to \$200,000 annual gross sales
- Weekly travel to target area
- Successfully saturated OK, KS, IA, MO, AR, and MS territories by travel and phone
- Contract customer and take credit applications
- Closing ratio of 50% on preset appointments

Direct Sales Representative

June 1982 to May 1996

Encyclopaedia Britannica – Kansas City, MO

EBUSA marketed to consumers with sales force of over 4,000 at its height. Lacking adequate representation in central and western Kansas, I produced over \$2,000,000 in my 1-year sales career.

- 4-time "Diamond Pin Winner" KC Division
- 6-time "200 Club" member
- 1-time "300 Club" member
- 1-time "Edinburgh, Scotland Trip for 2" winner
- 1-time "Cozumel Cruise for 2" winner
- 5-time "Best of EBUSA Chicago Trip for 2" winner
- 20-time "National Monthly Sales Stars" magazine award
- 1-time "Best of EBUSA Video Magazine" interview
- 5-time "Top State Fair Sale Rep"

Education

Butler County Community College 1983

El Dorado, KS, USA

Business Administration

Associate of Arts

- 3.75 GPA
- Order of Purple Academic Achievement Award
- Coursework in Business Administration and Management
- Member and President D.E.C.A.