

Thomas J Walsh

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A natural-born leader, charismatic and efficient, with proven managerial, training, an excellent sales record, and construction expertise

Work History

Freelance Sales Development Consultant

Allentown, PA 1/13 - Current

- Trained and Developed Small business leaders in sales area.
- Set up commission structures and sales measureables.
- Assisted with sales planning and sales goals.
- Hiring practices for sales consultants.
- Google apps for Business, Trello, Nutcache, Lucidcharts, Evernote, Zoho CRM

Huffman Koos

Rockaway, NJ 6/12 - 10/12

Sales Manager

- Managed sales, warehouse, and customer service teams.
- Developed and implemented new closing procedures.
- Developed new hire training manual.
- Coordinated deliveries, training, and merchandising with various departments.
- Profit software

Raymour & Flanigan

New Jersey Region 2/07 - 5/12

Showroom Manager

- Raised delivered volume over 5%YTD to increase overall profitability of our location.
- Designed and maintained regional recaps to inform stores of progress.
- Developed and implemented sales training and vendor training
- Contributed to 10 out of 12 perfect inventories. In a store that handled in excess of \$16 million on an annual basis and one of the top 10 performing stores in the company.
- Managed purchases, merchandising, and ordering supplies for my location.
- Enhanced efficiency between warehouses, customer care, and sales departments by communicating on a daily basis.
- Led and trained sales teams, planned schedules, executed payroll, and interviewed prospective hires.
- Outlook, MS Office, GERS, Sales Source

STJ General Contracting

Owner

Carteret, NJ 7/05 - 4/07

- Founded and operated custom renovation company.
- Oversaw all aspects of business, including all accounts payable and receivable.
- Trusted to handle all employee files, customer contracts, and permit filings with township, county, and state.
- Served as foreman on site crews.
- Scheduled all projects. Handled all training, estimating, sales, sales leads, marketing, and advertising.
- Punch Home Design CAD software, Quickbooks, MS Office

LDMB Contracting

Foreman

Woodbridge, NJ 12/00 - 6/05

- Construction site cleanup and inventory.
- Trained fellow team members in, various aspects of construction.
- Deck design, framing, siding, roofing, and other elements of carpentry.
- Responsible for job site set up, safety, organization, and operations oversight.

Education | Professional Training | Skills

Raymour & Flanigan

- Positive Associate Relations Certification 2011
- Emerging Leaders (Covey Program) Certification 2010
- Increasing Skills and Enhancing Leadership Certification 2008
- Colonia High School | Diploma Colonia, NJ 1999