

James M Thomas

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OBJECTIVE: Award-winning outside sales professional with a commitment to growth and a proven track record of surpassing targets and fueling strategic expansion in B2B sectors. Seeking to transition into a Regional or Area Sales Manager role to leverage proven leadership skills, strategic planning expertise, and a track record of delivering consistent results to oversee and inspire high-performing, tech-enabled sales teams, expand market presence, and drive organizational success.

EDUCATION

University of Pheonix, Pheonix, AZ
Bachelor's Degree, June, 2027 (Expected)
Business

William Paterson University, Wayne NJ
1996-1998
Criminal Justice

Bergen Community College, Paramus, NJ
1994-1996
Criminal Justice

PROFESSIONAL EXPERIENCE

August, 2019-Present
Outside Sales Representative
Lansing Building Products, Rockaway, NJ

- Quadrupled territory sales from \$1.5M to \$6.5M within 4 years.
- Identified and prospected new clients within assigned territory.
- Generated and managed leads through 8-10 daily sales meetings to drive sales growth.
- Educated contractors, remodelers, and builders on the benefit of Lansing's products and services to enhance their business and profitability.
- Developed strategic partnerships with key vendors to drive growth.
- Assisted with and resolved customer complaints to ensure satisfaction.
- Built and maintained long-term relationships with new and existing clients.
- Used Salesforce to track and report on sales activities.

January, 2016-August, 2019
CDL Driver
Lansing Building Products (Harvey Building Products), Rockaway, NJ

- Acted as a frontline representative, embodying the company's mission statement.
- Split time between making deliveries and working in the warehouse.
- Conducted cycle counts, inventory management, and receiving.

December, 2012-December, 2015

Financial Services Professional

New York Life Insurance Company, Saddle Brook, NJ

- Built and maintained relationships with clients by understanding their financial needs, life stages, and goals to create tailored financial strategies.
- Provided solutions in areas of life insurance, annuities, long-term care insurance, and investments.
- Identified and pursued potential clients by leveraging personal networks and referrals.
- Analyzed and managed clients' portfolios, offering expertise in investment management, estate planning, tax planning, and asset management.

August, 2008-December, 2012

Territory Sales Representative

Print Finishing Systems Inc., South Plainfield, NJ

- Provided finishing machine solutions to commercial printers, binderies, mail houses, and government institutions.
- Made strategic market penetration through key account acquisition.
- Identified and pursued potential clients within the Greater New York territory.
- Generated and managed leads through daily prospecting and cold calling.
- Developed strategic partnerships with key vendors to drive growth.
- Assisted with installation and service of finishing equipment.
- Provided equipment training to operators.

SKILLS

- Effective Communication
- Business development
- Sales Processes
- Vendor Relations
- CRM Management
- Strategic vendor planning
- Market Intelligence
- Vendor relations
- Proficient Analytical and problem-solving skills
- Strong business acumen
- Digital tools and AI
- Operational Efficiency
- Coaching and team building
- Pricing strategies
- Business technology

ACHIEVEMENTS

- President's Club (2020, \$2M in Sales)
- Golden Circle (2021-2023, \$4-5M in Sales)
- Diamond Award (2024, \$6-7M in Sales)