

Todd C. Sommers

 303-815-0011 |  toddcsommers@gmail.com |  Westminster, CO

Professional Summary

Results-driven sales professional with 10+ years of experience in outside sales, territory development, and account management across commercial services industries. Proven track record of growing pipelines, increasing revenue, and building long-term client relationships. Skilled in CRM tools, consultative selling, and delivering customized solutions that drive business growth.

Professional Experience

Sales Consultant – Commercial Office Furniture

RC Installations | Westminster, CO | 2021–2025

- Grew sales 21% (2022) and 9% (2023) through territory expansion and retention
- Managed commercial accounts, designers, and walk-in clients
- Delivered proposals, maintained strong close rates, and coordinated with production and delivery teams
- Oversaw follow-ups, service issues, collections, and installations

Sales Consultant – Gutters

Summit Roofing & Gutters | Westminster, CO | 2018–2021

- Managed full sales cycle: assessments, measurements, estimates, negotiations
- Built strong homeowner and contractor relationships
- Coordinated scheduling and project completion with crews and vendors

Manager, Business Development

American Express | Westminster, CO | 2006–2012

- Secured \$4M+ annual revenue merchant accounts through prospecting and referrals
- Exceeded charge volume goals by 26%, 4%, and 35% in key years
- Led regional Salesforce rollout and peer training
- Launched “Do It Now” campaign adopted across Western U.S.

Account Executive – Commercial Sanitation Systems

Auto-Chlor Systems | Denver, CO | 1998–2006

- Opened 90+ new accounts annually via territory management and cold calling
- Exceeded quotas consistently; doubled quota in 2000, +50% in 2001–2002
- Sold dishwashing equipment and chemical systems to hospitality and healthcare clients

Additional Experience

Stay-at-Home Parent & School Volunteer | 2013–2018

- Supported children with dyslexia; active elementary and middle school volunteer

Education

University of Denver

B.S.B.A., Marketing

Core Skills

Outside Sales • Territory Management • Account Development • Cold Calling • CRM (Salesforce) • Proposal Development • Relationship Building • Time & Project Management