

TIMOTHY W. MORRIS

Denver, CO 80230 ✧ 972.793.8243 ✧ tmorrissignature@gmail.com

PROFESSIONAL SUMMARY

Energetic and Motivated **Sales Representative** with strong negotiation and presentation skills well-versed in sales, networking, customer service, training, and management. Self-motivated, strategic thinker, efficiently builds loyalty and long-term relationships with clients through competitive intelligence, advanced product knowledge, and proactive problem-solving while driving business growth exceeding sales goals. Possess a valid driver's license.

- ◆ Computer Proficiency in MS Office (Word, Excel, Power Point, Outlook), MS Windows, MAC, PC, POS Systems, Salesforce, Estimate Rocket, Company Cam, Hatch, Adobe Suite, and Internet research.

AREAS OF EXPERTISE

- Exceptional Time Management
- Proven Track Record
- Strategic Account Development
- Strong Interpersonal Skills
- Active Listening
- Staff Development Training
- Relationship Selling
- Business to Business Sales
- New Business Development
- Strong Presentation Skills
- Critical Thinking
- Oral Comprehension & Expression
- Analytical Problem Solver
- Territory Management
- Professional Customer Interactions
- Excellent Presentation Skills
- Complex project Negotiations
- Deductive Reasoning

PROFESSIONAL EXPERIENCE

BEAR BROTHERS ROOFING ✧ 2010 – Present

OUTSIDE SALES/PROJECT MANAGER ✧ Denver, CO

Provided company growth, through proper management, strategic planning, development, and trusted partnerships.

- ◆ Generate \$1.1M+ in annual revenue through consultative sales and end-to-end project oversight.
- ◆ Cultivate loyal client relationships – 2 out of 3 new clients come through referrals
- ◆ Led the creation of a successful radio commercial, elevating brand visibility in the Denver market.
- ◆ Co-developed a solar roofing program, expanding the company's service offerings and sustainability focus.
- ◆ Manage residential and commercial projects, coordinating crews, inspections, permits, and materials.

SQUAW CREEK COUNTRY CLUB ✧ 2003 – 2010

GENERAL MANAGER/OPERATIONS LEAD ✧ Northeast Region

Recognized for ability to quickly establish rapport with customers and build loyal clientele. Manager with expertise in general operations management, staff development, and training, recruitment and vendor negotiations.

- ◆ Directed daily operations across golf, dining, and event services, delivering expectational member experiences.
- ◆ Organized tournaments and seasonal events to grow engagement and community presence.
- ◆ Built a culture of service and hospitality that fueled member loyalty.

UNITED STATES AIRFORCE (USAF) ✧ 1985 – 1989

Accounting & Finance Specialist ✧ Bitburg, Germany, Adana, Turkey

Managed military financial operations across international bases with integrity and precision.

- ◆ Selected to represent the base on official baseball team, traveling extensively and promoting inter-base camaraderie.
- ◆ Developed strong cross-cultural communication and logistical coordination skills.

EDUCATION

Gannon University – Erie, PA ✧ 1985

Coursework ✧ Accounting and Finance

United States Air Force – Germany/Turkey, ✧ 1989

Coursework ✧ Accounting and Finance

CCMA Certification – Pittsburgh, PA ✧ 1995

Coursework ✧ Country Club Management Association

REFERENCES

Julian Rector – Owner

Bear Brothers Roofing ✧ 720.400.2531

Jonathan Rector – Owner

Bear Brothers Roofing ✧ 330.620.7473