

# Thomas Picklesimer

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Ascend to a position that will best utilize my abilities to problem solve and meet daily initiatives with my electrical, solar, and lighting experience of fifteen years in the field and at the distribution and rep levels.

## Work Experience

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### **Industrial Outside Sales Accounts Manager**

Winlectric Supply

2019 to Present

- \* Set up partnerships with Electrical Contractors
- \* Strategically partnered with Reps to make us competitive
- \* Project walk through/ solar design projects.
- \* Created quarterly forecasts
- \* Implemented sales and project literature and solutions for all customer levels
- \* Assisted all customers with solutions and material needs.

### **Industrial Outside Sales Accounts Manager, Solar, and Lighting Specialist**

Crum Electric Supply

2016 to 2019

- \* Oversee all sales of electrical, solar, and lighting to customers.
- \* Created quarterly forecasts as well as customer relations with all business needs.
- \* Managed all accounts for steady growth and searched for special projects/ESCO's.
- \* Implemented sales and project literature and solutions.

### **Met with Assigned Distributors to Partner**

Weifield Electrical Contracting

2014 to 2016

for solar projects.

- \* Assisted in project walk through for lighting and solar layout.
- \* Called on municipalities for customer direct projects and rebate programs.
- \* Met with manufacturers when they were available for special projects and direct pricing.
- \* Met with electrical engineers to partner for design lay out of lighting and solar projects.

### **Field Wireman and Section Chief**

United States Marine Corps

2007 to 2012

- \* Performed all duties necessary to complete the mission at hand.
- \* Managed all safety material and developed proper procedure manuals for related jobs.
- \* Managed and oversaw more than thirty Marines on a daily basis.
- \* Created proper operational material for Marines to operate Communications equipment.

\* Managed the Communications shop as a section chief and was accountable for all junior Marines and equipment in and out of Country.

\* Reviewed Marines for annual performance and training for promotions and assignments.

## Education

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Front Range Community College

2012 to 2014

### **High School Diploma**

Poudre High School

2002 to 2005

## Skills

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- Analytical and strategic planning
- Financial Forecasts
- Vendor Management
- Trusted advisor
- Results oriented
- Establishing executive relationships
- Building training materials
- Creating marketing and sales material
- Contribute to product positioning and branding
- Dissect complex problems and develop solutions
- Team player and team oriented
- Layout and design solutions
- Extensive knowledge with LED lighting and lighting controls
- Value engineer projects
- Lighting Design
- Project Implementation
- Program Management
- Project Management