

# Timothy Lynch

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Innovative, passionate, and high-performing Sales Professional, leveraging interpersonal and communication skills to successfully interact with clients, educate them on products and services, nurture relationships, and deliver substantial revenue growth in numerous highly competitive business markets.

Extensive domestic and international sales and marketing success with world leaders in the manufacturing sector. Consulted and teamed with all levels of customer organizations to design, develop, and implement creative business solutions to meet mutual business objectives.

## Work Experience

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### **Maintenance Technician**

Botnick Realty - Littleton, CO  
May 2021 to January 2023

- Detail-oriented, flexible, and able to multitask.
- Ability to work independently and as part of a team.
- Superior customer service skills.
- Excellent communication, interpersonal, and organizational skills.

#### Key Duties Included

- Carpentry & Flooring
- Troubleshooting/Problem Solving Issues Quickly & Efficiently
- Drywall Repair
- Simple Electric
- Appliance Repair
- Basic Plumbing
- Painting
- Inspections

### **Counter Sales/Warehouse**

HD Supply/White Cap  
February 2014 to May 2021

- Respond to walk-in customer and phone customer inquiries regarding product selection, availability, placement of orders, requests for prices and providing customer follow-ups.
- Enter sales orders into the computer system per customer specification
- Handle telephone calls, write will-call orders and relay any appropriate information to internal teams.
- Code and input customer orders, pricing information and additional data into the computer system
- Maintain stock levels on the sales floor, and operate cash register.

### **Operations Specialis**

O'TROPHIES - Centennial ,Co  
May 2012 to January 2014

- Fabricated custom bronze/wood trophies & awards for the exclusive, private golf communities around the country for clubs like Pebble Beach, Pinehurst and Hilton Head.

### **Contract Operations Special Projects**

AZURE DYNAMICS - Oak Park, MI

April 2010 to March 2012

- Streamlined objectives of a Supply Chain Expeditor, Chaired Product Support Efforts, Spearheaded the Warehouse Lead position
- Facilitated the launch of the Ford Transit Connect Battery Electric Vehicle in NA & EU.

### **Strategic Accounts Manager-Capital Equipment Sales**

MINUTEMAN POWERBOSS - Detroit, MI

May 2005 to June 2010

- Secured over \$400,000/100% in new business with the State of Michigan and Chrysler in Canada in first 12 months.
- Pioneered working relationships with State and Local Municipalities, GM, Chrysler, and other Strategic Accounts.
- Established working relationships with 3 of the largest cleaning contractors in the country; Premier, Aramark, and Robinson
- Proficient in the use of Salesforce.com and ACT to manage the account data base

## Education

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### **Bachelor of Arts in Business Administration**

Michigan State University - East Lansing, MI, US

1980 to 1984

### **Jack Carew Sales Training**

Chester Karrass School of Negotiation