

TOMAS VILAS

5228 S Granby Court ■ Aurora, CO 80015

(732) 535-0058 ■ vilastomas2@gmail.com

LinkedIn: www.linkedin.com/in/Tomas-Vilas

Objective

Seeking new career opportunities in sales, especially in a company where I can grow. Eager to learn and develop my salesmanship.

Experience

Summit Retail Solutions Inc., Fort Lauderdale, FL **2022 (August) – Present**

Summit Retail Solutions provides high-visibility marketing solutions in big box retail locations that aggressively drive sales for national brands.

Senior Sales Representative

Sales

- Adapting to and analyzing new sales tactics to determine which is most effective.
- Understanding every aspect of the product, and highlighting the most appealing features.
- Reaching and surpassing the sales quota.
 - At times two to three times the goal.

Administration

- Following daily sales, and focusing on the goal.
- Logging daily activity such as customer sign ups and/or sales.
- Managing the shipping and receiving of product displays before each sales show.
 - Taking inventory before and after the show.
 - Assuring the product and shipping label SKU's match.
 - Organizing the leftover product after the show to ensure the packing process was as easy as possible.

Claudio Vilas, Weston, FL **2019 – 2022 (August)**

A Business Broker focused on making the sales & acquisition process as easy as possible.

Administrative Assistant / Business Development

CRM Management

- I learned about new CRMs and how to adapt them to the business broker business model.
- Updating client information, and making sure all the information is accurate.

Cold Calling

- Calling new business owners to see if there was interest in selling their companies, or buying new companies in the same industry.
- Following up with clients to see when they are ready to sell.
- Ensuring all customer listings are accurate and up to the seller's expectations.

Administration

- Scheduling or updating appointments.
- Reviewing and organizing databases to find new prospects to sell.
- Creating Excel sheets to organize listings.
 - Learning new Excel shortcuts to make databases as efficient as possible.
 - Organizing the sheets to be read chronologically.

Industries

Skills

- Cold Calling
- Inside Sales
- Bilingual
- Proficient in Microsoft Word

Community

- Camp Counselor at Saint Katharine Drexel Church
- Youth Group Member
- Feed the Homeless on Thanksgiving

Hobbies

- Rugby
- Music
- Movies
- Cars
- Ski

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1154 Croton Court • Weston, FL

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Additional Experience

Saint Katharine Drexel Catholic Church, Weston, FL

Camp Counselor

2015 – 2017

St. Katharine Drexel Catholic Church is the cornerstone of Weston's Catholic Community, offering opportunities to help in the community, without any other incentives.

Administration

- Made sure that every camper was in attendance, as well as assuring all our checked-in campers made it home.
- Planning daily activities for the whole camp.
 - Had ages from 5 to 17.
 - Made sure every age group was having fun, even if they didn't like the current activity.

Sales

- Informing everyone in my social web about the local summer camp.
- Assuring every camper's schedule aligns with the camp.