

THOMAS J. ANSPACH

1847 Cher Court
Wooster, Ohio 44691-1916
cell 330-317-1726
e-mail: tanspach89@gmail.com

SALES CONSULTANT

Experienced, results-oriented Sales professional with exceptional abilities in building/developing positive client relationships. Track record of driving additional sales through the acquisition of new accounts, increased product penetration and development of new products.

Sales, Inside & Outside

Customer Relations

Project Management

Service Coordination

Trainer/Instructor

New Market Development

Estimating/Bidding

System Design/AutoCAD

PROFESSIONAL EXPERIENCE

- Introduced a new marketing plan and new manufacturer.
- Executed manufacturer, corporate and managerial strategies to grow sales.
- Expanded the customer base through networking with owners and customers.
- Collaborated on selecting the correct answers to fulfill the customers needs.
- Prepared estimates, calculated selling price and margins and delivered quotes base on company standards.
- Issued executive proposals and negotiated selling price with clients.
- Developed, prepared and presented maintenance, remote monitoring and service contracts.
- Originated and implemented numerous code-centered training sessions.
- Provided documents to meet Ohio's rigid Code standards.
- Expanded the customer satisfaction by rapid and diligent completion of assigned tasks.
- Augmented my product knowledge through personal study, training and desire.
- Learned on-line programs to expand my capabilities.
- Volunteered for additional assignments during manpower shortages.
- Developed Point-of-sale computer proficiency through high-pressure, on-the-job learning.
- Increased sales to Spanish-speaking customers.
- Originated use of hand-held Spanish to English language translators.
- Consistently handled nightly drawer counts and bank deposits without errors.
- Assisted in inventory counts and corporate verification resulting in managerial bonuses.
- Followed corporate designed and developed sales techniques, upkeep and display revisions.
- Was requested by regional and store manager to consider manager training.

FM Systems, Inc, Medina, OH **2008 to 2009**

Marketer of Fire Alarm, Security, Communication, Audio & Video Systems

Sales Representative/Designer, Fire Alarm Systems

ADECCO TECHNICAL, Cleveland, OH (**JOHNSON CONTROLS, INC**) **2006 to 2008**

Marketer of Building Automation, Fire Alarm & Security Systems

Fire & Security Systems Designer

TRI-S CONTROLS, INC, Valley City, OH **1990 to 2006**

Marketer of Fire Alarm, Security & Nurse Call Systems

Sales Representative, Fire Alarm Systems

RADIOSHACK, Wooster, OH, **1997 to 2006**

Consumer retailer of electronics

C S R, Part-time