**Thomas Michael Flynn**

151 W Wing St  Arlington Heights, IL 60005  (206) 818-7861  flynn.thomas.michael@gmail.com

Dynamic consultative sales and marketing professional, with 13+ years of CPG experience in territory sales management, organizational development and key account leadership. Recognized for being a persuasive negotiator, active problem solver, and results-oriented professional. Outcome driven, focused on team and personal goals while maintaining a high degree of professionalism, valuing dedication, integrity, and honesty.

|  |
| --- |
| **SUMMARY OF QUALIFCATIONS** |

* Extensive experience and demonstrated success in sales and operations leadership, increasing profitability, management development and business analysis.
* An articulate motivator; serve as a leader in directing team members to exceed client and company expectations while generating both company growth and positive results.
* Organized and detail-oriented; skilled at management of time and resources.
* Effective problem solver; proficient in recognizing operational components in need of enhancement or rectification; success in expeditiously evaluating all possible options and consistently implementing results-oriented solutions.
* Strong communicator; able to explain complex concepts in simple terms.

Executive Competencies:

|  |  |  |
| --- | --- | --- |
| * Innovative Operations Leadership | * Account Management | * Human Resources |
| * Territory Growth | * Team Building / Development | * Negotiating |
| * Customer Service / Client Retention | * Industry Knowledge / Research | * Cost Reduction |
| * New Business Development | * Time & Resource Management | * Process Improvement |

|  |
| --- |
| **PROFESSIONAL EXPERIENCE** |

**Columbia Distributing**

**Area Sales Manager, On-Premise** (July 2016 – Current) **Kent, Washington**

Accountable for strategic steering, sales and new business development throughout the Seattle area; manages relationships with multiple clients and prospective clients in the on-premise space. Provides leadership and direction to the sales organization in order to meet and exceed short and long-term objectives in terms of profit margins, market share and segmentation as well as customer satisfaction. Ensure profitable growth by establishing and communicating business strategies and development plans.

* Manages 10 plus team responsible for beer, wine, spirits, and non-alch sales to 700+ on-premise accounts in greater Seattle area to meet/exceed monthly, quarterly, and annual business objectives and company initiatives.
* Administer, educate and train sales team to ensure execution of company goals and priorities.
* Sell and implement new products, promotions and features to increase both distribution and sales velocity.

**District Manager, Red Bull** (January 2015 – June 16)  **Kent, Washington**

Grew Red Bull business in off-premise accounts, exceeding business objectives delivering year over year market share growth while increasing employee engagement.

* Managed Red Bull off-premise chain sales team for Kent and Everett branches to meet/exceed business objectives and company initiatives.
* Ensured Red Bull perfect store standards are followed and implemented in all accounts.
* Communicated chain programming to ensure day one promotion execution for all chain sales reps to increase Red Bull sales and distribution.

**Flynn Associates**

**Account Manager** (September 2012 – January 2015) **Puyallup, Washington**

Supported business growth planning, pricing and contracting, and project management to increase sales year over year while meeting key project milestones.

* Bookkeeper for family military housing maintenance company.
* Led bidding for new contracts and job site maintenance service agreements.
* Customer service liaison for current projects to ensure job satisfaction and completion.

**Altria Group Distribution Co.** *(formerly Philip Morris, USA)*

**Unit Manager** (January 2010 – March 2012)  **Missoula, Montana**

Managed the full spectrum of sales, business development, marketing, and client retention. Oversaw all aspects of successful sales operations and generated significant profitable growth through retention / further penetration of major accounts as well as the acquisition and provision of exceptional sales support and customer service to new clients.

* Leader of organization and business strategy development of 5-member team.
* Created business plans to improve business results for 3 different tobacco categories in an economically challenged market of approximately 400 stores in Montana.
* Account manager for wholesale account with multiple distribution centers shipping products to 5 different western states.

**Account Manager - Duty Free** (October 2008 – December 2009) **Seattle, Washington**

Drove growth planning process across multiple channels and accounts resulting in 10%+ year over year sales growth.

* Developed sales growth strategies and created/managed sales promotions at the HQ and retail levels for 60+ accounts across 11 states and 2 U.S. territories.
* Key Account Manager for largest Duty Free ship supplier in Western United States headquartered in Oakland, CA.
* Managed sales and business development for 3 Duty Free trade channels (Airports, Commercial Ship Suppliers, and Northern Border Crossing retail stores).

**Territory Sales Manager** (August 2005 – September 2008) **Roseburg/Portland, Oregon**

Grew sales and marketing opportunities by performing analysis of market trends and competitive forces, defining customer needs and segments, and conducting financial analyses.

* Managed and consulted 150+ accounts in sales and marketing strategies within Southern Oregon territory.
* Key skills included sales trend analysis, financial pricing solutions, solution selling and planning.
* Implemented training and skill development for new hires in the Oregon and Washington markets.

|  |
| --- |
| **EDUCATION** |

**Bachelor of Arts and Sciences**: University of Washington

* Political Economy Concentration
* Asian Studies Minor

|  |
| --- |
| **RECOGNITION** |

**Philip Morris USA Leadership Frontier Awards Recipient**

**Bronze Award, Q1 2006**

* Created TSM (Territory Sales Manager) Leadership council for Oregon Sales District. Appointed members from each sales team in Oregon would participate in monthly conference calls and Quarterly meetings to share best practices, brainstorm business opportunities, and improve company morale.

**Bronze Award, Q2 2008**

* Conducted sales analysis to create Retail Account Prioritization Process to better allocate time and increase resources in top accounts. Shared successful results with other members of sales team and helped them implement similar plans to increase time management and efficiency.

**Member, AGDC University of Washington Recruiting Team, 2008 – 2012**

|  |
| --- |
| **INTERESTS** |

* Member, University of Washington Alumni Association
* Member, Capitol Hill Block Party Planning Team
* Host, Columbia Distributing Events Team
* Enjoy cooking, international travel, and growing beer, wine, and spirits knowledge