

## **Thomas (Tucker) Ritner III**

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**OBJECTIVE:** To obtain employment in outside sales or sales management.

**SUMMARY:** A self motivated, self starter with a broad liberal arts education, managerial and "people" experience, as well as years selling successfully business to business that have provided the preparation to be an asset in any sales and marketing effort.

**Fluent in Spanish**

**StrengthsFinder traits- Activator, Command, Strategic, Learner and Input.**

### **EMPLOYMENT:**

**Millennium Decking, Eastern Manager, 2005- 3/2009** Edmonton, Alberta  
Responsibilities involved equipping and training independent reps and distributor reps to sell our product and included the aggressive use of presentations, reports, seminars, shows and customer visits with reps to maximize sales and increase market share. Sales grew from \$200,000 to \$1,600,000 in my territory.

**Southern Specialties Inc, Regional Sales Manager, 2003-2005** Charleston, SC  
Outside installed sales in a new territory of insulation, railings and specialty products to multi- family developers.

**Rhino Exteriors Inc., Director of Sales and Marketing (Co-Owner) 2001-2003**  
High Point, NC (Apartment Railing) Responsibilities included sales and marketing. Generated \$1.5 million dollars in gross sales in the first year as a startup.

**Tek-Rail Inc., Regional Sales Manager, 1994-2001** Peachtree City, GA.  
Joined the company as an operations manager and opened the Carolina office and became responsible for all sales efforts in the Mid Atlantic region. Through aggressive direct sales and packaging of products and services matched to the customers needs, 3 million dollars in contracted sales were generated in my last year with Tek-Rail, exceeding expectations.

**Creative South Inc., Operations Manager, 1993-1994** Fairburn, GA  
Responsibilities included overseeing all plant production in a medium size packaging plant and managing 15-30 people. Fluency in Spanish was a strong plus.

**Clark Fork Christian Center, Teacher/ Facilitator, 1985-1993** Msla, MT  
Worked with Mexican Christian leaders to develop programs to provide Biblical education and discipleship. Taught and traveled extensively in Mexico.

### **EDUCATION:**

BA Liberal Arts with Honors, 1981, University of Montana, Missoula, MT  
References available on request.

