

Thomas R. Freiling

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MAJOR ACCOUNT EXECUTIVE

SELF MOTIVATED

Sales Leader/ Strategic Sales Planning / Business Development Specialist

Dynamic, entrepreneurial, veteran sales strategist with a proven career record of achievement and demonstrated success driving multimillion-dollar new logo sales while providing award-winning customer service in highly competitive markets.

Core competencies include:

- Strategic Market Positioning
- Wiring Estimates, Quotes, & Sales
- Lit Fiber Quotes, Estimates, & Sales
- Solution Selling Strategies
- Collaborative Team Member
- Promotional Strategies
- CRM Applications
- Reliable – Strong Moral Fabric
- New Business Development
- Territory Growth/Development
- High-Impact Sales Presentations
- Passionate about Quality
- Solid Listening Skills
- Needs Analysis
- Client Retention
- Sandler Sales Training
- Vertical Market Specialist
- Negotiations
- Mentor & Coach
- Effective Networker

PROFESSIONAL EXPERIENCE

Energy Account Executive, Paetec Energy, May 2011 – Present

Paetec Energy provides Electric Supply to over 6000 Customers in the New York Area.

Responsible for New Medium to Enterprise Logos in the Pittsburgh, and Western Pennsylvania Markets. Responsible for Renewal Contracts of the existing customer base in Buffalo NY Market.

Selected Achievements:

Sales to new logos in Pittsburgh and Western Pa Market. Renewal contracts of existing customer base. Networking, Strategic Cold Calling, and Contacting my Large Base of Customers.

Senior Account Executive, Cavalier Telephone, December 2009 – December 2010

Cavalier is a full service provider of reliable and efficient telecommunications solutions.

Responsible for new logo sales with emphasis on the Health Care and Government Vertical Markets.

Selected Achievements:

- ◆ *Sales of voice, data, and equipment solutions to enterprise businesses.*

Senior Account Executive, Penn Telecom, October 1999 – December 2009

Penn Telecom operates an advanced broadband network, which delivers Multimedia Communications, Information Services, and Hosted IP Applications to enterprise customers

throughout Western Pennsylvania. As an affiliate of North Pittsburgh Systems, the firm boasts over 300 employees with annual revenue of 100 million.

Stewardship for new business development, key account management, customer relationship development, and contract negotiations.

Selected Achievements:

- ◆ *Consistent performer; Quota Attainment 2000 – 91%, 2001 – 105%, 2002 – 119%, 2003 – 89%, 2004 – 105%, 2005 – 98%, 2006 – 113%, 2007 – 135%, 2008 – 143%, 2009 – 103%*
- ◆ *Worked with Outside Plant Engineers and Sub Contactors on Various Wiring and Fiber Projects*
- ◆ *Sold Lit Fiber Butler Memorial Hospital to Morgan II \$120,000.00*
- ◆ *Sold Lit Fiber to Butler Memorial Hospital \$95,911.57*
- ◆ *Sold PTP Lit Fiber Cranberry YMCA to Butler Memorial Hospital \$95,000.00*
- ◆ *Sold Wiring and Cabling Buncher Co. Strip District Hotel \$98,000.00*
- ◆ *Lead sales team in 2004, 2007, 2008*
- ◆ *Consistently developed strong, sustainable relationships with VAR partners and executive decision makers of medium and large enterprise firms.*

Automotive Sales Industry, 1987 – 1999

Sold New and used Automobiles for various dealers in the Pittsburgh Market.

Classic Chevrolet – Manager Used Car Department 1987 – 1989

A&L Motors- Jaguar, BMW, Managed New Car Inventory & Showroom 1989 - 1991

Ross Park Dodge – Assistant Manager 1991- 1993

Rossi Motors Performance & Specialty Cars – General Manager 1993 – 1999

Real Estate Sales Industry, 1982-1988

Residential Real Estate Sales

Northwood Realty

Pittsburgh's North Hills

Military

Four Years USAF

Aircraft Electrician

Education

West Virginia Northern Community College

Business Management

Jefferson County Technical Institute

Real Estate- Real Estate Law-Real Estate Appraisal

Military
Four Years USAF
Aircraft Electrician

Professional Organizations

Active Member North Allegheny Chamber of Commerce, 2001 thru 2008 - Elected to Board of directors 2008

Active Member North Side Chamber of Commerce 2001 to present

Charter Member Pittsburgh's North Side Rotary Club - Started Club in 2004, 2004 to present