***Thomas Giannotti***

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**OBJECTION:** To continue to contribute my experience in the sales and service industry.

**Qualifications:** I have over 25 years of experience in the sales and service industry. My extensive background, ranging from sales, installations, and service of building, windows, doors, hearth, electrical, plumbing, and mechanical products makes me a strong candidate for the position you are offering.

**Employment:**

2019-Present General Manager

Budget dry waterproofing

* Responsible for running all aspects of the business
* Hire, Train and maintain sales, Installation and office staff
* Grew company 20% in the first year
* 65% growth in the first monthof 2021

2016 – 2019 Director of sales and marketing

Express Kitchens – Ct, Western Mass

* Responsible for growing company retail locations and staffing
* Opened 8 new store locations from 8 to 16
* Hired trained and maintain sales staff
* 36 Direct reports
* Grew the company’s sales from 8.5 Million to 21 Million
* Responsible for TV commercials and marketing

2015 – 2016 Mohawk Industries – Ct, Mass, Upstate NY

* Responsible for running a territory of 150 Retail locations thru out Ct, Mass, and upstate Ny.
* Promote and sell all hard surface flooring
* Build and maintain relationships with all retail staff
* Promote new products and train staff on the products
* Maintain proper margin dollars and percentages
* Maintain high levels of customer satisfaction
* Grew territory 10% for the year

**2012- 2015 General manager**

**Renewal by Andersen** - **Branford Ct**

* Responsible for running all aspects of the local Branch.
* Responsible for running and overseeing the Sales, Operations, Canvassing, and Installation departments.
* Explain goals, policies, and procedures to the staff
* Determine staffing requirements, interviewing, hiring, training and retaining new hires. Grew salesforce from 4 reps to 9
* Direct and coordinate organizations financial and budget activities to fund all departments to increase efficiency and profitability.
* Grew sales over 25% in 2014 and 2015
* Grew install dept. from 4 crews to eight to maintain short install cycles.
* Resolve all customers’ complaints regarding sales, service, installations and financing.
* Maintained high levels of Home owner satisfaction scores.
* Planed and implemented performance evaluations to develop and control sales and installation departments.

**2010-2012 District Sales Manager**.

**Home Depot at home services – Southern Ct**

* Responsible for running a District of 19 stores and 16 Sales Consultants for in home sales of windows, siding, roofing, and secondary products.
* Managing and driving sales, hiring, training and retaining new hires.
* Controlling everyday activities such as customer service and satisfaction, P&L, making sure active jobs move thru the system in a timely manner.
* Performed Field rides with Sales reps to continue training on selling techniques
* .Driving growth throughout the district. Over 18% growth in 2010, 11 and

**2006-2010 Outside sales Rep / Manager**

**Sears Home Improvement – Rocky Hill Ct.**

Sales of home improvement products Direct in home sales for HVAC, windows, siding, doors, and kitchens. Also held a position as a field trainer.

* Maintained a high closing ratio of 38 to 45%
* Maintained higher than normal revenue per lead on all products.
* Sold over 3.5 million in one year.
* Performed field rides with reps to coach and train of the sales process.

**2003-2006 Account Executive, Regional Sales and Service Manager**

**Wolf Steel U.S.A**. Manufacture of Napoleon Fireplace’s. Crittenden Ky.

* Responsible for running a Dealer and Distributors network. Territory consisting of CT, NJ and all of NY State for Hearth products
* Responsible for an over a 10% growth

**1996-2003 Owner,**

**Giannotti’s Complete Hearth Services, LLC.** **Hadlyme Ct**

* Responsible for the installation and service of Wood, Gas, Pellet Stoves and Fireplaces and all aspects of running your own company.

**1993-1996 Installation and Service manager**

**Afterglow Energy Center Meriden Ct**

* Responsible for the installation and service of Wood, pellet, gas, stoves and fireplaces
* Overseeing of the service and warranty departments

**Additional References upon request**