

# THOMAS E. WALSH

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## TOP PERFORMING SALES LEADER & PROJECT MANAGER

**Qualifications:** Division Sales Manager, President, GM, Full P&L for business I founded.  
**Industry:** Lawn & Garden Supplies, Light & Heavy Duty Capital Equipment, Landscape Construction Materials.

**Functional Areas:** Building National Dealer Networks, Key Account Management, Entrepreneur (Built 2 Companies), Project/Operations Management.

**Over 25 years of Leadership Experience.** Proven ability to position companies for expanded growth, revenue gains and profitability. Documented quantifiable results in overcoming challenges that included stiff competition, low start-up capital and managing teamster and CWA (Communications workers of America) subordinates.

### Selected Core Competencies:

Market Penetration | Dealer Networks | Key Account Management | Breakthrough Revenue Gains | Sales turnarounds | Recruiting/Training | Cross-Functional Leadership | Entrepreneur | Project/Operations Management | Business/Equipment Finance | Manage 'Teamster' and CWA (Community Workers of America) Union Subordinates | Vendor Relationships | Manage Key Performance Factors | Presentation Skills | Retail

### Performance Highlights:

**Recruited, hired, and trained 15 sales professionals for a new division. \$6.5 annual sales- 1<sup>st</sup> year. Generated \$45 million in RFPs for Gateway CDI. Closed \$7 million. Accounts included: York International, Schneider Trucking and Baxter Healthcare. Built new sales territory at Redman Homes to annual sales of \$10 million with 38 stocking dealers**

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## PROFESSIONAL EXPERIENCE

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### **Quality Choice Insurance-** Sparta, MI- 2006-Present

*28-year-old, award-winning life, annuity and senior healthcare insurance agency.*

### **RISK MANAGEMENT ADVISOR**

- ♦ Started with no clients and no historical list of prospective clients.
- ♦ Utilized average of 40 daily cold calls, weekly educational seminars, and small sales kiosk at Wal-Mart 2 evenings weekly to grow sales.
- ♦ Have built 600k book of business and lifetime renewals.

### **Gateway CDI-** St. Louis, MD- 2001-2006

*U.S. Company offering multi-million-dollar decorated apparel and premium incentive catalog fulfillment programs to fortune 1000 companies.*

### **REGIONAL SALES MANAGER**

- ◆ Hired to increase sales nationwide. Generated \$7 million in new annual revenue.
- ◆ Grew sales at one key account, Schneider Trucking, from \$800k to \$1.3 million at their 13 truck terminal stores. Accomplished by conducting a nationwide driver survey with objective of stocking stores with merchandise they wanted and eliminating slow sellers.

### **Redman Homes- Topeka, IN- 1997-2007**

*\$150 million U.S. company and the largest manufacturer of HUD code and modular, manufactured homes in the United States.*

### **WEST CENTRAL UNITED STATES REGIONAL MANAGER**

- ◆ First salesperson ever assigned to territory west of the Mississippi, and the company had never sold a single home in the territory. Generated \$10 million in annual sales with 28 stocking dealers in 30 months.
- ◆ Promoted to no. 1 sales territory in company to turn-around slumping sales. Personally visited all 52 dealers in the territory.
- ◆ Reviewed their last 5 years' sales performance, eliminated 13 dealers, recruited 15 new stocking dealers and improved the stocking dealer incentive program. In 18 months, increased territory sales from \$35 million to \$48 million.

### **Centurion Vehicles- Elkhart, IN- 1992-1997**

*\$50 million U.S. company and a top manufacturer of Ford, Chevrolet and Dodge truck and van conversions*

### **REGIONAL MANAGER DIVISION SALES MANAGER**

- ◆ Tripled number of Ford stocking dealers from 31 to 75 and increased annual revenue by 1375% from \$200k to \$2.7million in 28 months.
- ◆ The company acquired Chevrolet and Dodge chassis for first time in 1995. Promoted to Chevy and Dodge division sales manager. Traveled the United States interviewing and hiring an all-new sales force. Hired and trained 15 people and generated 1<sup>st</sup> year revenue of \$6.5 million. Second year annual revenue of \$8.5 million.

### **T. Walsh Nursery, Inc.- 1982-1994**

*Founded and built the business, started with landscape contracting, added landscape maintenance, lawn maintenance, full-service retail garden center and snow/ice removal in the winter.*

### **OWNER/GENERAL MANAGER**

- ◆ Started with one employee, one light duty truck and no bank financing. Grew the business from \$42k annual revenue to 18 employees, 8 vehicles and annual revenue of 800k.
- ◆ Obtained SBA loan in 1989 to purchase 32 acres of land and developed a retail garden center and wholesale tree & shrub nursery. With increasing competition in 1990-91' we invested in salt brine manufacturing equipment and truck-mounted salt brine spray equipment for anti-icing and snow plowing. Annual revenue increased from \$600K to \$800k.

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### **EDUCATION & CREDENTIALS**

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**Bachelor of Science (BS) in Agriculture- (minor in horticulture)** Purdue University, West Lafayette, IN

**Post Graduate Study-** Masters in Business Administration (MBA), Marketing and finance, Indiana University, South Bend, IN

**Professional Training:** Phillip Crosby- Total Quality Improvement Program, Online training program: Google Adwords, Google Page Rank, Pay-Per-Click.