

TIMOTHY C. TAITE

Sugar Land, TX 77498 | 832.443.0847 | TAITERTOT1988@gmail.com

Sales Management Professional Who Delivers Strong and Sustainable Revenue, Market Share and Profit Results

High-performance, relationship-focused sales leader with success driving rapid revenue growth and delivering best-in-class customer experiences. Significant experience devising go-to-market strategies through creative and innovative approaches that drive sales of complex products that ultimately exceed client expectations and add to bottom line profitability. Develops, mentors and empowers employees to excel; develops teams that deliver exceptional top line growth and ROI. Expertise in business development, networking, and territory management. Excellent relationship builder with motivational style that propels performance and sustains accelerated growth. A proven history of building, guiding, and retaining high-performance teams to develop and implement strategies for accelerated growth.

Strategic Planning & Execution - New Business Development - Revenue & Profit Optimization - Forecasting P&L/Budget Management - Solutions Sales - Performance Management - Team Leadership & Sales Training Client Relationship Management - Consultative Sales Advocate - Collaborative Leader - Negotiations
FINRA Series 7,63 and 66 Licenses - Texas Group I Health and Life Insurance License

PROFESSIONAL EXPERIENCE

Bank of America N.A., Merrill Edge, Sugar Land, TX

2012 to December 2017

ASST V.P. FINANCIAL SOLUTIONS ADVISOR

Led financial reviews, telemarketing and recording calls with Siebel sales management software. Sold brokerage investments, financial reviews, consumer banking and mortgage referral services.

- Cut \$10,000 from local banking center technology expenses by executing a plan to eliminate outdated computer technology.
- Account leader December 2012, with 10 account openings.
- Lead Financial Center team to a 100% risk mitigation score on 2017 FCCA inspection.
- Preserved customer business and relationships by educating customers on using mobile phone for deposits. Helped increase profits, by bank stock increasing 5X times over 5 years.

First Command Financial Services, Houston, TX

2011 to 2012

FINANCIAL ADVISOR

Financial Advisor focusing sales of life insurance, mutual fund investments and preparing and presenting financial plans.

- Captured \$500,000 of mutual fund assets in first month of business.
- Lead Midwest Region in production of financial plans and accounts July to September 2011. Accomplishment?

Edward Jones Investments, Missouri City, TX

2009 to 2011

FINANCIAL ADVISOR

Financial Advisor prospecting residential homes and businesses door to door and by telemarketing offering investments and retirement plans.

- Opened 143 accounts, 76 households and captured \$3.9 million of financial assets in 2010 - 2011.

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Wells Fargo Advisors LLC, Sugar Land, TX

2000 to 2009

FINANCIAL ADVISOR

Managed \$13.3 million in financial assets and sold brokerage securities & life insurance in Texas.

- Established 80 accounts and \$60,000 in annual gross commissions. Increased assets 20% in 2009.

Thyssen Arizona Elevator Co., Houston, TX, Las Vegas, NV & Tucson, AZ

1997 to 2000

BRANCH SERVICE SALES MANAGER

Managed service and construction accounts valued at \$8 million. Booked and ordered all the elevator equipment installed in the U.S. Federal Courthouse, downtown Las Vegas. Managed the service contract for El Paso Energy (formerly Tenneco) building, downtown Houston, TX.

- Acquired service contracts valued \$300 - \$400,000 in annual revenue.
- Led a 12% market share gain in Las Vegas office

ADDITIONAL EXPERIENCE

Oce' U.S.A. Inc., Houston, TX

SALES EXECUTIVE

MobileComm, Houston, TX

SALES REPRESENTATIVE

Otis Elevator Co. United Technologies Inc., Dallas and Houston, TX

ACCOUNT MANAGER

MILITARY EXPERIENCE

U.S. ARMY RESERVES CHIEF WARRANT OFFICER – 3 (Promotable) Human Resources Technician

Army Meritorious Service Medal - Army Forces Reserve Medal

Army Reserve Component Achievement Award, 2nd Oak Leaf Cluster

Army Superior Unit Award - Army Commendation Medal - Army Achievement Medal

Joint Service Achievement Medal

EDUCATION

Bachelor of Science, Political Science

Texas A&M University

College Station, TX