

CAREER ACCELERATION NETWORK®

The goal was to blend previous corporate and current entrepreneurial experience to present an updated summary, enabling the candidate to return to a corporate position:

THOMAS SERGEANT

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PROFILE

Highly effective SALES, MARKETING, AND COMMERCIAL EXECUTIVE with expertise delivering ENVIRONMENTAL SERVICES to FORTUNE 500 INDUSTRIAL FIRMS

- ◆ Business development skills enhanced by recent entrepreneurial experience
- ◆ Successful track record developing relationships and generating revenue
- ◆ Earned broad recognition for ability to lead customers toward successful outcomes

SELECTED ACCOMPLISHMENTS

- ◆ 15+ years progressively responsible experience representing a wide range of manufacturing clients; industries such as ALUMINUM, ELECTRIC UTILITY, CHEMICAL, and TECHNOLOGY
- ◆ 5+ years success as entrepreneur/franchisee

LMNO Group, Inc., Quizzmo's, Las Vegas, NV

2001 - present

Principal

Owner/Operator of two locations belonging to this national franchise. Implemented operational efficiencies and cost-saving strategies in existing and new location. Developed strong business relationships, resulting in media/community recognition and significantly increased sales.

- Doubled revenue of existing Langhorne, PA location within 3 years
- Launched new location (Quakertown, PA), including siting, permitting, leasing
- Earned place among top 5% of nationwide franchise locations
- Active participant in Lower Bucks and Central Bucks Chambers of Commerce

Burns & McCloud Environmental Services, LLC, Kansas City, MO

1998-2001

National Accounts Manager

Represented this leading provider of industrial waste management services in negotiation and implementation of Fortune 500 client contracts and service agreements.

- Increased transportation and disposal revenue from \$9mm to over \$14mm in 3 years
- Earned competitive awards for over \$20MM in remediation contracts: decontamination, tank cleaning, dredging, de-watering, soil burning, and product re-use
- Developed customized Master Service Agreements with new target accounts
- Negotiated and supervised implementation of new \$1MM Industrial Maintenance Contract

®