

Thomas Yulo

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A young and innovative individual searching for sales opportunities in the SF Bay Area. I am looking for an established and growing entity that is seeking a resilient leader and friendly character for the development and well being of their community and organization.

EXPERIENCE

Vivint Solar/SUNRUN, San Jose, CA — Sales Manager

March 2019 - April 2022

Tycho Energy/Southwest Electric, Phoenix, AZ — Sales Director

April 2022 - Current

I knock doors and follow up with customers to sell solar panel systems in the residential space. As a recruiter I have developed sales training and rep development strategies in order to cultivate a culture which can be leveraged to harvest a successful sales team.

(Estimated Quarterly Revenue: \$320,000-10 installs) - SUNRUN

(Estimated Quarterly Revenue: \$547,200-12 installs) - Southwest

Orange Theory Fitness, San Ramon, CA — Sales Associate

July 2019 - November 2019

I was responsible for calling both cold and hot leads to recruit new club members. Simultaneous to that, I created in-club experiences, and leveraged sales skills to sell membership packages.

Formation Stone and Surfaces Inc., San Leandro, CA — Warehouse Assistant

November 2018 - January 2019

I became familiar with the daily functions and different types of stones, finishes, and sheet sizing. I also gained a plethora of knowledge regarding organization and safety of the equipment, materials, showroom, and warehouse. I learned how to operate a forklift.

Home Staging, Livermore, CA — Mover/Home Stager

December 2017 - January 2019

I managed loading, collecting, and storing used furniture. I drove the moving truck to and from the warehouse. I also assisted in leading and managing temp workers.

CHARACTERISTICS/SKILLS

Leadership

Communication

Teamwork

Forklift

Networking

Prospecting

Sales

Account Management

Recruiting

LANGUAGES

English

Dublin Volkswagen, Dublin, CA — *Auto Salesman*

June 2017 - October 2017

I was responsible for demonstrating value in vehicles and multiple front end products. I was also tasked with giving proper delivery.

Men's WearHouse, San Francisco Premium Outlets, Livermore, CA — *Sales Associate*

June 2016 - August 2016

I became a natural at operating the registers, managing store projects, sizing customers, and selling suits and accessories.

EDUCATION

Dublin High School, Dublin, CA — *Grade 12*

August 2013 - June 2017

Occupational certificates: Economics of Small Business Ownership (Entrepreneurship), and Sports and Entertainment Marketing.

Earned a high school diploma.

LICENSES

Home Improvement Salesperson — *California's Contractors State Licensing Board*

Reg #: SP118612

Gives permission to sell home improvement products direct to consumers.