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Matthew Deacon Ladd Thomas

WORK EXPERIENCE

- June. 2003 - Present BellSouth Telephone Corporation Louisville, KY
Senior Account Executive
Responsible for creating and maintaining accounts throughout Western Kentucky.
Highest Sales Ranking: 4th in the Company
Highest Sales- North Profit Region – 4 times in 2005
#1 ranked Large Business Sales AE in 2006
Exceeded quota every year.
- Feb. 2002 – June 2003 XO Communications Inc. Memphis, TN
Senior Account Executive/Customer Sales Executive
Local, Long Distance, and Data Communications Provider.
SAE - Responsible for creating and maintaining new accounts. Exceeded Quota each month. **Sales Person of the Month**: March, April, May, June, July, and August in 2002.
CSE – Responsible for maintaining, growing, and adding to an existing account base. Over one million dollars (total sales) in first year.
Elected Mentor of the XO Memphis Market.
Nominated **Best of the Best** twice in 2002.
- Aug. 2001-Oct. 2001 Intermedia Communications Inc. Nashville, TN
Account Manager II
Local, Long Distance, and Data Communications Provider.
Responsible for creating and maintaining new accounts. Completed several online course certifications including TCP/IP, Frame Relay, and Network Security. **Exceeded Quota**. Downsized as a result of merger with WorldCom.
- Nov. 2000 –May 2001 Mpower Communications Nashville, TN
Authorized Agent/Account Manager
Local, Long Distance, and Data Communications Provider.
Responsible for creating and maintaining new accounts. Second Highest Data billing agent in Nashville. **Exceeded Quota**. First Authorized Agent for Mpower in the Nashville Market. Responsible for all customer service related issues from addressing general questions/concerns to DSL installation, configuration, testing and hands on troubleshooting of hardware and software. Downsized due to office closure on 05.19.01

Feb. 1998 to Jun. 1999

Clear Channel Broadcasting

Senior Account Executive

94.9 KZHT FM-Salt Lake City, UT

Reassigned to Salt Lake as a result of the merger between Jacor Broadcasting and Clear Channel Broadcasting.

Grew new business account list sales over 80% in four months.

Exceeded company's goals for station sales each month.

Created an account management database for entire station family.

Taught senior level executives software applications to increase efficiency.

92.5 WOFX FM- Cincinnati, OH

Responsible for creating and maintaining new accounts.

Helped meet or exceed company's goals for station sales each month.

Taught senior level executives basic and advanced computer skills.

Performed installations and upgrades of computer software and hardware.

EDUCATION

Nov. 2001 to Jan. 2001

Centro Bilingue

Cuernavaca, Mexico

Studying Abroad Program through Austin Peay State University. Attended classes in grammar, conversation, and history of Mexico while living with a host family.

1997-1998

Austin Peay State University

Clarksville, TN

Graduate Studies- Corporate Communications. 3.0/4.0

1992-1997

University of Kentucky

Lexington, KY

Undergraduate Studies- B.S. Economics. 2.87/4.0

SKILLS

- Effective sales leader. Strong communication skills
- Excellent troubleshooting and problem solving skills
- Experience with all Microsoft and Adobe software packages utilities
- Hands-on use of SQL, HTML, XML, Macromedia Flash, Director
- Experience with networking essentials such as switches, routers, local and Wide Area Networks
- Cool Edit, Cool Edit Pro, QuickTime, Vivo, Vivo PowerPlayer
- Member- Cherry Society- Western Kentucky University
- Member- Bowling Green Chamber of Commerce
- Member- Nashville Arthritis Foundation
- Member- Leadership Council - BellSouth
- Member- Board of Directors - Pioneer Council, BellSouth
- Member- Board of Directors - Hopkinsville Golf & Country Club
- National Champions- University of Kentucky Cheerleading

AFFILIATIONS