

## Matthew D. L. Thomas

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**Objective** To Obtain a Major, Global, or Technical Sales Management position

**Education**

El Centro Bilingüe, Cuernavaca México	2001
• Linguistics	
Austin Peay State University	1997.1998
• Post Graduate, Business Administration	
University of Kentucky	1992.1997
• Bachelors of Science, Economics	

## Skills

### Marketing and Sales

- Exceeded Quota every year for BellSouth Telephone
- Helped increase base net sales revenues 33% for XO Communications
- Grew account base 67% for ClearChannel Broadcasting(Jacor)
- Introduced region wide computer based applications to increase productivity
- Developed strategic marketing campaigns across multiple mediums
- Promoted local musicians to national exposure

### Information Technology

- Designed and developed website for an insurance investment firm
- Helped local businesses online though electronic commerce solutions
- Created and maintain relational database for the Southeast Region
- Technical Liaison for a local catering company
- Served as beta member for corporate wide Microsoft® Windows® XP® rollout
- Proficient in Microsoft® Windows®, Office®, Adobe® Photoshop®, Acrobat® GoLive®, HTML, FTP, and Network Security

### Management

- Served as Vice President for an upstart cellular company
- Key executive for independent record company
- Managed daily activities on a multi-product agricultural business
- Elected Mentor to all new hires in market
- Coordinated marketing displays for local businesses

## Activities

- 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