

THOMAS S. MCDONALD
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Attention: Hiring Professional(s)

RE: Adding Significant Sales and Marketing, Revenue Generating, Value
Virtual Office - La Crosse, Wisconsin

Dear Hiring Professional(s) :

My experiences and successes have very strong parallels to your
needs and I can immediately bring the following to you:

- Consistent Track Record of Measurable Above-Plan Success
- Solution/Consultative/Facilitative Team Sales Approach
- Multi-County/Multi-State Experience
- Direct Higher Education Experience with Student Success Contacts including Contacts Lists
- Outside B2B Sales Experience: Acquisition (Hunter) and Retention (Farmer)
- Developed Social Media Presence, with Comprehensive website dedicated to Student Success
- Territory Revenues Exceeding \$24,000,000
- Individual Account Size exceeding \$1,000,000
- Large Territory Management with Business Plan Development
- Key Relationship Development
- Continuous Quality Improvement
- Self-Motivation - Virtual Office - Solid Work Ethic
- Perpetual Self-Education and Self-Improvement
- Exceptional Communication
- Outstanding References
- Strong Computer Skills
- Entrepreneurial

My resume is enclosed as a separate item, for your review, along with my additional skills
document. I welcome the opportunity to discuss with you what value I can specifically bring to you and your
clients/prospects!!!!

Best Regards,
Thomas S. McDonald
608-788-5144
tsm@centurytel.net
(Separate documents -2)