
WILLIAM R. THOMASON

Franklin, TN 37067

508-246-8498

Wthomason1@gmail.com

Sharply focused, high energy Professional driven by the challenge to exceed company expectations. Career experiences to date have resulted in strong relationship building skills with a focus on outstanding customer service. Consistently met or exceeded company goals and objectives and Exceptionally skilled in delivering sales presentations utilizing a Needs Based Selling technique and training internal and external customers.

EXPERIENCE

MEDITECH, *Westwood, Ma*

July 2011-Dec 2011

Applications Specialist

Specialized in managing implementation projects for various hospitals for Meditech's Physician Care Manager application. Developed superior customer relationships with hospital CIOs, project managers, physicians, nurses and various hospital staff. Facilitated successful clinical presentations and trainings for both internal and external customers focusing on clinical relevance and medical terminology to provide superior service.

Accomplishments

- Finished number 1 of 36 for Meditech's 6.x clinical training
- Promoted to lead consultant in 6 months

MIKE CELLUCCI'S HOME IMPROVEMENT, *Medway, MA* October 2003 – August 2010

Project Manager

Managed time wisely and learned to achieve goals for better profits and effectively reduced labor, material and overhead cost by 12 percent. Gained more hands on experience with clients and their needs and desires. Acquired experience in multitasking and prioritizing duties as well as strengthening teamwork and problem-solving skills

Accomplishments

- Promoted to project manager in 18 months
- Decreased cost while increasing profits 20 percent to all time high

BEST BUY, *Milford, MA*

November 2007 – January 2009

Mobile Sales Specialist

Consistently met or exceeded goals and objectives set by management. Managed time wisely and learned to achieve goals for better profits. Gained more hands on experience with customers and their needs and desires. Created a great atmosphere for customers with an energetic, outgoing personality and hard work, creating relationships and ultimately closing sales.

Accomplishments

- Number 1 in the district 2008
- Best Buy gold medal award for top sales rep in Milford exceeding 220 percent to goal in best month
- Highest customer retention rate in the district

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EDUCATION

- BRIDGEWATER STATE UNIVERSITY, *Bridgewater, MA* December 2010
- B. S. in Management, Concentration General Management – 3.2 Major GPA
- **Course Highlights:** Human Resource Management, Marketing Principles, Entrepreneurial Consulting, Business Law, Managerial Accounting, Managerial Finance, Service Operations Management, Personal Development

EXTRACURRICULAR

- CHILDREN'S PHYSICAL DEVELOPMENTAL CLINIC
- CORNERSTONE MENTOR SIGMA CHI FRATERNITY 2011- PRESENT
- PRESIDENT OF SIGMA CHI FRATERNITY 2009 - 2010
- AMERICAN MARKETING ASSOCIATION 2008 - 2009

PROFESSIONAL SKILLS

Various Meditech Applications, Microsoft Excel, Word, Access, PowerPoint, Outlook, Internet, Google Adwords Certified