**Professional Profile : Timothy T. Collins**

[timcollins136@gmail.com](mailto:timcollins136@gmail.com), cell 860 977 6282, mail : 136 Hartland Terrace, Kensington CT 06037

<http://www.linkedin.com/pub/tim-collins/25/776/2b2>

**Profile:** I am a motivated Sales Professional with experience in sales of technical products, business development, key account management and customer relationship management, looking for an organization where I can become a key contributor.

**Skills, Competencies, Experiences :**

* Experience as Sales Engineer, Sr. Sales Engineer and Sales Representative.
* Contract Negotiations.
* Cost Estimating for Sales Pricing.
* Sales Forecasting.
* BAAN  ERP (enterprise resource planning).
* Microsoft Dynamics CRM.
* Microsoft Outlook (e-mail, scheduling, calendar).
* Microsoft Suite (Microsoft Word, Excel, Powerpoint).
* Budgeting for sales activity.
* Blueprint Interpretation.

**Professional Experience :**

**Flow Tech Inc, South Windsor Ct.** [**www.flowtechinc.com**](http://www.flowtechinc.com)

**Inside Sales Engineer** for ABB Variable Frequency Drives for the HVAC / Construction industry. 2014-2015

* Plans & Spec's review.
* Quoting Activity.
* Order processing using microsoft CRM dynamics, excel, word and a remote access ABB extranet.
* Supported outside sales representatives covering CT, Western MA and lower Hudson valley NY counties.

**Spencer Turbine Company, Windsor Ct.** [**www.spencerturbine.com**](http://www.spencerturbine.com)

**Sales Representative** for All Product Lines**,** 1991 to July 2013

**Key Accomplishments** while employed at The Spencer Turbine Company

* + Managed $1,500,000 – $2,300,000+, three-state regional sales territory for 16+ years, through expansion & recessionary business cycles, to maximize business development potential.
  + Yearly Sales Forecasting for all product lines for my territory.
  + Financial reporting on sales expenses, cost of goods sold, and requirements related to my sales activity.
  + Number one in Sales my first year as Sales Representative in the Windsor Sales Office, 1997,
  + Number one in Sales in 1999 & number two in Sales in 1998.
  + Generated sales of 129% of the Sales Goal for 2007.
  + Generated $2,300,000 in total sales in 2010.
  + Generated 112% of my 2011 sales objective.
  + Received Trade Show Warrior Awards for most sales leads generated, awarded by Spencer Turbine Co.
* **Managed *Sales Territory*** covering Connecticut, Western Massachusetts, Vermont, and Rhode Island. for Sales & Service of multiple product lines, including Vortex Regenerative Blowers, Cast & Fabricated - Single & Multiple Stage Centrifugal Turbine Blowers, Gas Boosters and Vacuum & Pneumatic Conveying Systems.
* **Managed *O.E.M.* *Accounts*** **:**
* Managed new initiatives for cost reduction, lead-time management, and technical QC issues.
* Managed project co-ordination and interfacing between various departments (inside staff) for Mechanical Engineering, Controls (Electrical) Engineering, Systems Engineering, Purchasing (outsourced costs), Cost Accounting (inhouse costs), Senior Management (Legal Review of Contract Terms & Conditions) and Service (Start-up) within the organization, in order to provide technical support and proposals in an effort to meet and exceed customers’ needs and win new OEM business.

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* **Managed *End User* *Customer* Sales & Service :** Called on Company Presidents, Managers, Owners, Purchasing Agents, Maintenance Personnel, and others at Corporate Headquarters, Engineering Firms, Manufacturing Plants, and Packaging & Distribution centers for Sales & Service activity.
* **Managed Sales of *Capitol Equipment* *Projects* :**
* Networked with Customers, Contractors and Engineers to fully understand Engineering Specification & Drawing requirements for capital equipment projects.
* Evaluated specifications & drawings to qualify projects for quote viability.

**Sales Engineer, then Sr. Sales Engineer** for Blower Product Group

* Review customer specifications to defining the proper air-moving device for specific applications.
* Phone Sales, working with Sales Representatives, OEM’s, and end users for sales quotation and order processing activity.
* Provide application assistance to customers.
* Utilized support staff from Engineering, Purchasing, Accounting, Service and Manufacturing departments to facilitate composing quotations, processing orders, expediting orders, and coordinating after-sales activity.
* Utilized standard engineering calculations, software programs, internet and manual catalogs to facilitate equipment selection.
* Worked with an International Sales Company (Contract Sales Management Firm) to support and promote International Sales of our blower & gas booster product lines.
* Assisted Marketing Department with Trade Show set-up & sales booth duty.
* Visit customers periodically with outside Sales Representatives for sales calls.

**Education :**

* Previously enrolled in the MBA program @ S.C.S.U., New Haven CT ( 3.8 GPA ).
* B.S. Management, Keene State College, Keene NH.
* A.S. Machine Design Drafting, New Hampshire Voc. Technical College, Claremont NH.

July 20, 2015 revision