

## PHILIP TIEMANN

philiptiemann@sbcglobal.net

(c) 817.521.3010

712 Timbercreek Dr., Hurst TX 76053

### CORPORATE TRAINER / SALES COACHING / TRAINING DEVELOPMENT

**Training / Coaching / Business Development Strategic Relationships / B2B & B2C / Impact Sales Producer / Market Share Increase / Executives Career Counsel / Public Speaker / Subject Matter Expert**

Consistently named to **Top Ten producers nationwide** mastering new industry sales. **President's Club 2 years.** Entrepreneurial, creative, high energy motivational leader from multiple industries & quick to relate at all professional & executive levels. Incomparable creativity, flexibility, & commitment to deliver results. Integrity.

**Top 5 Strengths:** Activator/ Strategic / Communication / Adaptability / Maximizer (Tom Rath's **StrengthsFinder**)

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#### SELECTED SALES ACHIEVEMENTS

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- **1st year, earned Rookie of the Year with 260K in revenues with AJN.**
- **2<sup>nd</sup> year, exceeded 1st year sales in 6 months making #1 in regional sales in the Dallas, President's Club & promoted to Associate Partner with \$385K in revenues with AJN.**
- **3<sup>rd</sup> year, President's Club & promoted to VP & Senior Partner with AJN.**
- **Achieved 90% closing ratio with 33% company norm in first sales job ever.**

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#### SELECTED TRAINING / COACHING ACHIEVEMENTS

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- **Counseled & coached 2000 + C-level executives in career search.**
- **Consistently rated #1 of 15 instructors for 30 + *seriously reluctant* students at A Sense of Humor Defensive Driving over 12 year period.**
- **Keynote Speaker on Job Re-Entry at Carswell Federal Women's Prison**

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#### EDUCATION

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**(B.A.) Graduate Degree & Advance Graduate Degree** of Theology, Emphasis in Counseling, SWBTS 2000  
Certified in **personality assessment** with Taylor Johnston Temperamental Analysis

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#### CAREER OVERVIEW

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**Director of Business Development**, Medics & Menders, LLC division of B.R. Branding. 1/2012 to 1/2014. Product design, development, launch & marketing of physicians & surgeons premium performance medical scrubs.

**Regional Manager**, United Home Technologies, LLC. 7/2010 to 1/2012. Consistent top-producing performer & trainer. Texas & Oklahoma Operations. Live Infomercials Road Shows Productions for Keepez division.

**Marketing Director / Co-Owner**, Unashamed Apparel, 5/2009 to 12/2012. Design, marketing & operation of a niche women's apparel store in an Antique Mall. Monthly operations of store at Canton 1<sup>st</sup> Monday Trade Days.

**Owner / Operator**, DFW Resume Solutions & Web Portfolios. 1/2008 to 4/2009. Selling & delivering all marketing materials, internet Web Portfolios & provide job search consultation to professionals. Interview training & coaching. Develop unique effective personal marketing materials, significantly decreasing search time.

**VP / Senior Partner**, America's Job Network (AJN), 2004 to 1/2008. In 1st year, earned Rookie of the Year. In 2<sup>nd</sup> year, exceeded 1st year sales in 1st half. President's Club 2 years. 3rd year, promoted to VP & Senior Partner. Began as Sales Executive selling job services to 6-figure executives for technology-based marketing firm.

**Advertising Sales Representative**, The Shepherd's Guide, 2001 to 2004. Always achieved #1 salesman of the year with highest ticket per sale, selling quality rather than quantity. Created coupon section for up selling. 80% of sales.

**Comedy Instructor / Trainer**, A Sense of Humor Defensive Driving, 1998 to 2004. Consistently ranked #1 of 15 instructors. Trained instructors & taught comedy defensive driving classes. Concurrent with other positions.

**Recruiter**, Management Recruiters International / Sales Consultants, 1986 to 1987. Recruited sales professionals.

**Prior:** 12 years of **Cinema Management** for General Cinema Corporation, the nation's leading movie theatre chain. Starting entry level & quickly promoted to management. Diverse entrepreneurial endeavors &/or positions to include clean comedian, medical sales, banking, limousines, & restaurant management.