

# PHILIP TIEMANN

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## NATIONAL / REGIONAL / AREA SALES MANAGER / CAREER SERVICES

**B2B / B2C / Impact Sales Producer / Revenue & Profit Growth / Sales, Account & Territory Management / Market Share Increase / Strategic Growth Planning / Sales & Marketing Management / Business Development Strategic Relationships / C-level and Executive Career Counsel / Interview Prep / Analysis and Resume Preparation / Public Speaker / Recruitment / Placement / Subject Matter Expert**

Entrepreneurial and creative sales leader in multiple industries including **career advancement services**. Mastered new industry sales and was consistently named to **Top Ten producers nationwide**. Generated new solutions and developed unique and creative promotional campaigns, significantly increasing revenue in highly competitive markets. Achieved 90% closing ration with 33% being company norm. Recruited and motivated experienced, top-producing sales professionals. Business development of start-up operations.

- **Selling C-level executives earning 150K -500K personal job services generating \$260K first-year sales, winning America's Job Network Rookie of the Year, and making Associate Partner.**
- **In 2<sup>nd</sup> year, surpassed first-year sales by mid-year.**
- **Played key role in the Dallas AJN office being named #1 in regional sales**
- **Contingency recruiting for Management Recruiting International for Business Products Sales Professionals.**

**Key skills:** Energetic, positive, and enthusiastic, enjoying involvement in multiple projects. Pioneering leader, taking calculated risks. Competitive and determined to reach goals. Able to make tough decisions and hold people accountable. High integrity level with strong drive to achieve and succeed. Out of the box creativity.

**(B.A.) Graduate Degree of Theology and Advance Graduate Degree of Theology**  
Southwestern Theological Seminary 2000

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## CAREER HISTORY

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**Owner / Operator**, DFW Resume Solutions and Web Portfolios. 1/2008 to Present. Selling and delivering all Marketing materials, internet Web Portfolios and provide job search consultation to professionals and executives in this small start-up firm specialized in the DFW Metroplex.

**VP / Senior Partner**, AJN, 2004 to 1/2008. Began as Sales Executive selling job services to six-figure executives for technology-based marketing firm. Generated \$260K+ in first year, earning Rookie of the Year award. Exceeded first year sales in first six months of second year. Promoted to VP. President's Club 2 years

**Advertising Sales Representative**, The Shepherd's Guide, 2001 to 2004. Identified and qualified Christian business owners / advertisers in three counties for advertising firm. Consistently achieved #1 salesman of the year with highest average ticket per sale, selling quality rather than quantity. Designed and placed coupons, developed pricing with owner and up-selling second ad. Responsible for 80% of all coupons sold.

**Owner / Operator**, Unashamed Apparel, 1988 to 2000. Designed, created, marketed, sold, and delivered special order upscale apparel.

**Comedy Instructor and Trainer**, A Sense of Humor Defensive Driving, 1998 to 2005. Concurrent with other positions, held defensive driving classes and trained instructors for privately owned defensive driving instruction firm. Also: perform stand-up clean comedy for private parties or church functions.

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

Prior: **Partner / GM / Sales**, Filter Queen of NW Oklahoma, Sales Representative and Credit Manager for vacuum cleaner company, Promoted to recruit, hire, and train sales personnel. Managed operations with business partner. Electro Limousines. Royal Coach Limousines. Allied Oklahoma Bank. Guaranty Bank & Trust. Ken's Pizza. **GM**, General Cinema Corporation. **City Manager**, US Cinema Corp.