

Tom Montano

320 W. 18th St.
Pueblo CO 81003

Phone 719-545-3134
E-mail TOM@JPNSA.COM

Objective

Use my relationship building skills, sales skills and life experience to advance myself and your organization to a higher level.

Employment

1998 to Present **National Safety Associates** **Collierville TN**
Owner- Home based business
Sales and Management
Held weekly health education and product seminars
Built national organization with active distributorships in California, Colorado, Michigan
After 5 yrs part time made top level of company, National Marketing Director
Built residual income with part time business.
4 years member of BNI. Business Networking International. 2 years as Visitor Host

1997 to 2004 **The Bionic Welder** **Oceanside CA**
General Manager Steel Fabrication
Managed personnel and production for absentee owner in California.
Expanded the plant capacity more than double
Buyer for all materials and supplies
Managed up to 24 people 3 shifts

1989 to 1997 **Howard and Phil's Western Wear** **Carlsbad CA**
Retail Store Manager
Hired and trained sales associates and stock persons in customer service
Sent to rebuild stores sales figures at 2 separate locations after store sales had dropped due to previous managers. Took both stores from near bottom to number 1.
Won numerous awards for placing in top 5 of 51 stores
Promoted concerts by celebrity Country singing stars. Merle Haggard, Waylon Jennings, Holly Dunn, Patti Loveless etc.

Summary of qualifications

I have studied relationships and sales for many years and have been successful in the following :
Owned and operated a 64 employee vegetable farm in California 1979-1987
A sales rep for Mechanics Choice 1987-88.
Car sales for Lincoln Mercury 1988-1989
Semi Bi-lingual Spanish -English
Computer Proficient in Excel, Word and Outlook, Distributor Pro Data Base, Virtual Office Data Base

Education

High School: Pueblo Catholic High School
College: Southern Colorado State College
Personal Growth Seminars attended: Zig Zigler, Jim Rohn, Brian Tracy, Tom Hopkins, Harvey McKay, Ivan Mizner, Paul Zane Pilzer, Billy Graham, Rudy Giuliani, Michael Oliver, Ian Percy, Jim Bunch