

# THOMAS PERCELL

## ACCOUNT EXECUTIVE

### CONTACT

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- 📍 Colorado Springs, CO

### LICENSES & CERTIFICATIONS

**NABCEP Certification**  
In progress

**Real Estate Broker / Sales Agent**  
State of Colorado, Florida, and New Mexico

### SKILLS

Relationship Management  
Account Servicing  
Sales Expertise  
Lead Generation  
Business Development  
CRM (Salesforce and Netsuite)  
Business-to-Business (B2B)  
Direct Sales  
Logistics Management  
Forecasting  
Strategic Partnerships

### LANGUAGES

English  
Spanish (Professional working proficiency)

### SUMMARY

Results-driven Account Executive with 12+ years of exceptional expertise in the sales industry, specializing in the solar sector. Proven track record of boosting company revenue through expert relationship management and unmatched salesmanship. Adept at lead generation, customer relationship management, and the establishment of strategic partnerships.

### PROFESSIONAL EXPERIENCE

#### ACCOUNT MANAGER

**BAYWA R.E., TEXAS/OKLAHOMA | 02/2023–PRESENT**

*BayWa r.e. Solar Systems LLC supplies residential and commercial solar installers across the United States.*

- Collaborate with residential, commercial, and utilities accounts, managing PV, inverters, racking, and storage solutions.
- Utilize system platforms, including Netsuite, PACEJET, CRM, and Tetra, to optimize account servicing.
- Specialize in lead generation and prospecting, contributing to the company's success.

#### ACCOUNT EXECUTIVE

**SHAMROCK FOODS Co., DURANGO, CO | 11/2011–05/2022**

*A privately held, family-owned and -operated Forbes 500 company, Shamrock is an innovator in the food industry and has been since its founding in Arizona in 1922.*

- Overcame supply-chain challenges using consultative sales techniques, consistently ranking in the top 5% of the sales team.
- Fostered strong client relationships, delivered dependable customer service, and promoted compelling business opportunities.
- Acted as a liaison between customers and the team, ensuring satisfaction and issue resolution.
- Achieved a 200% increase in sales by successfully executing the full sales cycle from lead generation to conversion and closing.

### EXTRA EXPERIENCE

#### REAL ESTATE AGENT

**BAYFIELD REALTY, SOUTHWEST COLORADO | 01/2013–PRESENT**

- Successfully closed 20 to 25 sides per year as a real estate agent in Southwest Colorado.