THOMAS VARIAN

 (c) 203.998.1838 3111 Avalon Drive West tgvarian@gmail.com New Canaan, CT 06840

**CORE COMPETENCIES & PROFESSIONAL SKILLS**

 Interpersonal and Sales Written and Oral Communications

 Leadership and Team-Building Client Presentations

 Operational Management Sales and Client Reactivation Development

 Lead Generation Vendor Relations/Contract Trade Shows Relationship Building/Networking

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**PROFESSIONAL EXPERIENCE**

**SYNERGY PARTNERS USA, Stamford/Wilton CT, 2000-2020**

*Founder/Managing Partner*

Hired, developed and trained a team of recruiters to work on new business development in the tri-state area with an emphasis on small to medium size accounts in the Fairfield & Westchester County market.

Key Accomplishments:

* Set goals for the team on outside sales calls made with me. One of the goals was to schedule a minimum of 15 field calls per week. These calls were generated by phone calls, reactivation of former clients, referrals, mailings, and leads from candidate interviews in our office.
* Negotiated all client fee agreements.
* Dealt with HR issues, such as, on-boarding, exit interviews, as well as, day-to-day operations (office payroll, banking, and lease negotiation).

**MAHALICK CORPORATION, WESTCHESTER COUNTY, NY**

*Senior Outside Sales Representative*

Recruited as a full-time field sales manager for this dealership to sell chemicals and products manufactured by Eastman Kodak, Agfa-Gevaert, Varn Chemical Co., and 3M Company. The company eventually closed after 30 years, due to changing market conditions.

Key Accomplishments:

* Increased sales over 100% after my first full year and became the most profitable #1 sales representative of the entire 15-person sales team.

**3M – MINNESOTA MINING AND MANUFACTURING CO., NYC**

Color-In-Color Project – New Product Sales Manager

Promoted to this new venture of 3M to market and sell the first computer design system that would reproduce color on paper for the textile and movie industries. I was one of only 7 members selected for this unique group in the U.S.

Key Accomplishments:

* Set up and worked at events and trade shows.
* Developed and tested new markets for this cutting-edge technology.

Industrial Graphics Division - Senior Account Representative

Responsibilities included creating a 3M network of dealers to sell our product line,

training the dealer sales force and making joint calls to end users of the dealer.

Key Accomplishments:

* Exceeded 100% of forecast during my entire tenure in this division.

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Encapsulated Products Project, NYC

Senior Account Executive

Promoted to this project to coordinate with the 3M laboratory and marketing staff in St. Paul, Minnesota, to introduce and sell the company’s encapsulated (fragrance burst) products to the perfume industry for their perfume advertisements in magazines.

Key Accomplishments:

* Created new avenues for 3M Post-It notes by calling on greeting card companies in the Northeast to promote the scented notes. This project consisted of 6 account representatives for the U.S. market.

3M Business Products Sales, Inc. – Subsidiary of 3M Company

Senior Sales Representative

Sales trainee working with a senior representative calling on education market to demonstrate the 3M line of educational products, i.e., overhead projectors, copy machines, visual transparency and accessory products for teaching.

Key Accomplishments:

* Promoted to a Senior Sales Representative. and after one year became the top producing salesperson in the branch out of 18 senior sales reps.

**PROFESSIONAL DEVELOPMENT**

* Attended 3M University, St. Paul, Minnesota, for sales and marketing development during the course of my employment.

**AWARDS/ACHIEVEMENTS**

* Ranked one of the top 10 Account Managers in the U.S.
* Selected as an official 3M Field Trainer for the Industrial Graphics Division
* National multiple award winner to Marco Island, FL.
* Presented to the entire executive division group at National Awards Convention.
* Consistently achieved #1 or #2 sales status in all projects or divisions at 3M.