

Thomas J. De Young
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A life long Somerville resident.

Education:

Northeastern University - Boston, MA
BSBA Bachelor of Science in Business Administration

Experience Highlights:

Coldwell Banker Residential Brokerage - 2003 - Present

Realtor, Senior Real Estate Specialist, Accredited Buyer Representative

- Focus on Somerville and Cambridge Markets
- Work with Developers on Marketing and Sales of Condominium Projects
- Focus on Single and Multi Family Home Marketing and Sales

MCIWORLD.COM

Major Account Executive - Customer Relations Manager 1994 - 2002

- President's Club 1996 Maui
- President's Club* 1997 Puerto Rico Rank 5 Nationally @ 729% to Plan
- President's Club* 1998 Bahamas Rank 6 Nationally @ 928% to Plan
- Recipient of Masters Award - Squaw Valley.

* "Circle of Excellence" # 1 in District and Branch

SPRINT Communications '88 - '94

Account Manager, Business Marketing Group

Meet the Mission Statement of Business Marketing Group

- Establishing Sprint as long term strategic business partner.
- Focus on customer's business requirements and changing needs.
- Provide the highest level of Customer satisfaction through innovative solutions and exceptional service.
- Manage service programs involving Account Consultants and Network Engineering to insure sustained growth.

Develop Growth in Key Market Segments

- 800 Services Market Penetration at Portability
- GVPN and ISDN Applications 1st in Region

1992 Results/Stack Rankings & Territory Development

- Performance at 218.5% to plan
- 2nd in Boston District • 12th in Northeast Region
- 17th in Presidents Club • Increased revenue to \$475k /month
- First Regional ISDN installation at PC Connection
- First National ISDN interface with Hitachi at CCS
- First Regional GVPN network at Shipley

Philips Lighting

('86-'88)

District Sales Manager

Responsible for the training and supervision of sales representatives, brokers and sales agents. Manage District development to achieve annual sales of \$13 million dollars, and 112.5% quota attainment. Accounts included Zayre, Star, Osco, J C Penny, Hannaford Bros. and DeMoulas.

GTE Sylvania Lighting

('73-'86)

Senior Sales Representative ('80-'86)

Effective & imaginative implementation of National Sales Programs. Sales quoted \$2.8 million. Achieved average growth of 15% in mature market, experiencing annual declines of 20%.

Key Achievements / Results

- Recipient of Major Sales Awards
- Paris Trip - Quota Over Achievement
- Madrid Trip - Quota Over Achievement
- First Place National Merchandising Awards

Manager Market Research - Consumer Products ('76-'79)

Reported to Vice President of Marketing and responsible to initiate, develop, direct and report on all external and internal research that in turn supports the plans, programs and objectives of the Consumer Products Division.

Supervisor Price & Policy Industrial Commercial Division ('73-'75)

Responsible for the evaluation and administration of programs and procedures designed to create a competitive position for Sylvania. Initiated programs to computerize internal and external marketing data to facilitate greater access to decision-making information.