



# THOMAS BRUTON

Sales Representative

## PROFILE

I am a skilled closer. I love working with people and in return they love working with me. I am honest I relate to my clients needs and help them in making the right decision. I have experience working with difficult clients, as well as those that have already decided.

I had to stop working as a contractor because my age is catching up to me, and my body won't allow the strenuous work. However, I am still healthy and have plenty of stamina to continue to meet with customers and close deals.

## CONTACT

PHONE:  
414-458-3104

EMAIL:  
TommyBruton@Gmail.com

## EDUCATION

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### **Pulaski High School**

1975 - 1978

Basic course studies

Left Senior year to join the Navy

### **USO Education Program**

1979 - 1980

Completed my GED

## WORK EXPERIENCE

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### **Bruton Painting and Home Improvements Owner/Painter & Worker**

2001-2020

Worked for myself. Had some part time help but mostly myself.

I found my work by showcasing my work to nearby neighbors and by word of mouth. I would meet my possible clients, discover their needs, and give them options. Then I would give them a bid and close the deal.

## SALES SKILLS

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I have spent years working with future and existing clients. I learned through my experiences that as a sales rep. my goal is not to sell a product or a service. My job instead, is to understand the needs of my clients and show them that what we have will be a perfect fit to those needs.

Quoting is an important part of sales in this industry. To properly help your client's needs you must first go over the options. Once the customer made their selection, measurements needed to be taken so an estimated cost of materials can be calculated. Once I knew what it cost for materials, I then had to figure out my labor costs. The next step is to go over the final number with the customer and address any concerns they may have and explain once again why our product and service is in their best interest and close the deal and schedule the work.