

**Thomas E. O'Connor**  
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**Position Requirements:** Senior level Sales and Marketing position with base salary and bonus based on achievements along with stock option equity ownership.

**Executive Summary:** Seasoned hands-on sales executive with a 30+ year track record of successful development and execution of selling complex services to Fortune 500 companies, mid-market organizations and large government agencies. Qualifications include:

- Strong management, communication, interpersonal and leadership skills.
- Proven sales/marketing leader with a track record of consistently achieving revenue and profitability targets.
- Built and run national sales/marketing organizations.
- Merger and acquisition experience.
- Reported directly to CEO.
- Track record of growing revenue from \$2M to \$45M and \$4M to \$60M.
- Excellent recruiter, talent evaluator and mentor.
- Successful in an entrepreneurial, fast growth and fast paced company.
- Self-starter, high energy with a healthy sense of urgency.

**Professional Experience:**

**Endeavor Plus/NuAcess**, New York, NY

January 2014 – Present

*Executive Vice President/Consultant*

- Start-up Health Plan to self-fund small and mid-sized companies.
- Identified and contracted with strategic partners to bring solution to market.
- Developed distribution channels to sell our solutions.

**Premier Healthcare Exchange/Zelis Healthcare**, Bedminster, NJ

March

2009 – January 2014

*Executive Vice President, Sales, Partner*

- Hired to build and scale the sales organization for Healthcare Cost Containment company.
- Quickly learned a new industry and built a national sales team that focused on TPA's across the country.
- Created a sales orientation manual and was active in pipeline management and closing deals.
- Grew revenue from \$4M to \$60M and positioned the company to sell to Parthenon Capital for \$342M which became Zelis Healthcare.

**Control Point Solutions**, Rutherford, New Jersey

May 1994 – December 2008

*Senior Vice President, Partner*

- Led sales strategy for the largest Telecommunication Expense Management provider in the United States which resulted in increased sales from \$2 million in 1994 to \$45 million in 2005.
- Supervised a sales team including 1 Vice President, 2 AVP's, 6 Account Managers, 15 Sales Executives and 4 Telemarketers which sold telecommunication cost control solutions nationwide.
- Directly involved in all aspects of the sales process including lead generation, presentation, negotiation and closing. Companies include: American Airlines, CSX, Equant, Morgan Stanley, Citigroup, EDS, Con Edison, U.S. Dept. of Treasury, IRS, Reuters, General Electric, Microsoft, British Airways, AIG, City of New York, Washington Mutual, State of New York, City of Los Angeles, etc.
- Established a marketing team to handle RFP responses, company website, events, marketing literature and industry analyst relationships.
- Developed a strategic partnership program to facilitate new revenue stream which led to company's largest sale.
- Developed and implemented nationwide training, compensation and reward programs which allowed company to exceed revenue goals.

**US Sprint**, Paramus, New Jersey

August 1986 - April 1994

*National Account Manager*

- Responsible for the direct sale of all Sprint products and services to large corporations.
- Consistently recognized as a top performer in the branch, region and nation.
- Presidents Club winner (1987, 1989, 1990, 1991, 1992, 1993)
- National Account Manager (1992 -1994) - Responsible for Sprint's second largest account - General Electric.

- District Sales Manager (1988 - 1991) - Opened and successfully ran the Princeton branch for 3 years before being promoted to National Account Manager.
- Major Account Manager (1986 - 1987) - Sold full line of Sprint services before being promoted to District Sales Manager.

**Cable & Wireless**, Lyndhurst, New Jersey

November 1983 - July 1986

*District Sales Manager*

- Responsible for the direct sale of long distance phone service to large and middle market accounts in New Jersey and New York.
- Directly supervised a team of 2 Sales Managers, 18 Sales Representatives and 4 Administrators
- Managed the second highest revenue producing district in the country.
- District Sales Manager (1985 - 1986) - Consistently exceeded revenue targets as one of the countries top producing offices.
- Sales Representative (1983 - 1984) - Promoted to District Sales Manager after 1 year of sales.

**Education:**

Bachelor of Arts, Business Administration

Rowan University – May 1981