

# TIM VEE

## District Manager

### PROFILE

Award-winning multi-unit manager with diverse experience. Upwards mobility from entry-level to district management within wireless sales.

### CONTACT

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### EDUCATION

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#### **University of New Mexico - BFA**

2012 - 2018

Studied in UNM's Film Production program, obtaining my BFA in Interdisciplinary Film and Digital Media.

### WORK EXPERIENCE

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#### **MobilelinkUSA**

##### **Territory Manager/Interim Sales Director**

2021-Present

Managed the staffing pipeline, sales performance, and operational excellence of 5-11 units depending on business need. Built custom reports in excel and google sheets to make typical retail pain points like time correction, sales projections and commission projections of my business the most efficient in the company. Ranked 2/66 national, 2<sup>nd</sup> place Summit Winner. During a corporate leadership transition, acted as interim Sales Director for the Gulf States market, assisting with fielding sales communications, maintenance, and staffing needs of TM's in the Gulf States market.

#### **Connectivity Source**

##### **District Manager**

2019-2021

Lead a 5-unit market through a challenging staff retraining campaign utilizing the same 4-point system from my prior role. Grossing \$1,000 GP loss December YOY after losing the highest producing location in my market during the Sprint/T-Mobile merge. Responsible for managing the hiring, firing, coaching, and operational aspects of multi-unit management. Created renown for the Lafayette market producing multiple award-winning managers that lead the company in overall GP production and other KPI's: rate plan attach rate, connected device attach rate, small-business sales, accessory attach rate, and training compliance.

#### **Connectivity Source**

##### **Retail Store Manager**

2018-2019

Executed an industry leading sales flow process. Responsible for hiring, firing, coaching and leading the store from the frontoffice and backoffice. Utilized tools like market promotions, Salesforce, and WirelessMatch leads to drive traffic into the store. Incorporated a 4-point marketing strategy, turned the needle from 25,000 GP to performing in the range of 40-45,000 GP consistently through my time in role. Gained recognition for leading the company with a 44% connected device attach rate for an entire quarter.

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