

CHARLES THURSTON

OBJECTIVE

To draw the ever watchful eye of Mr. Thomas Spencer III

EXPERIENCE

1996–Current Tuttle and Blythe Miami, FL

National Sales Manager

- Increased sales from \$42 million to \$112 million.
- Tripled sales per representative from \$2 million to \$6 million.
- Created new monitoring system that increased earnings by 17%.

1982–1996 Avatar Investment, Inc. Boston, MA

District Sales Manager

- Increased regional sales from \$62 million to \$241 million.
- Managed 317 sales representatives in 10 Eastern states.
- Designed “Ava-In” training courses for new recruits - enhancing full group benefits understanding, while increasing profitability growth.

1976–1982 Darnell Communication Corp. Los Angeles, CA

Senior Sales Representative

- Quadrupled division revenues for each sales associate.
- Expanded sales to include mass market accounts.
- Expanded sales team from 50 to 100 representatives.

EDUCATION

1972–1976 University of Arizona Tucson, AZ

- B.A., Business Administration and Internet Marketing.
- Graduated Summa Cum Laude.

INTERESTS

The future plans of Dayville Industries, tennis, automobiles, computers.

PERSONAL QUALITIES

I believe in always doing it right the first time, then immediately moving on to the next priority objective! I do mix business with pleasure, as business “IS” my only real pleasure!