Taylor C. Thigpen

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601-502-5201

Relevant Experience:

Duro-Last – National Accounts Manager

Southeast & Mid-Atlantic Regions​​​​​​​​​ 2021-Present

* Required to increase Duro-Last’s profitability and market share thought my regions.
* I specialize in the design, repair, and maintenance of roofing systems across the country for commercial buildings.
* I consult; commercial real-estate firms, restaurants, school districts, hospitals, government entities, and private businesses owners to help find the best solution to protect their assets.
* My team and I develop customers from prospects to cold call, to completed projects.
* I assist in formulating the future direction of National Accounts and support tactical initiatives, monitor and direct the implementation of strategic business plans, and have developed performance measures that support the company's strategic direction.
* Gave a speech on Business Development at Duro-Last’s Seminar in Los Angeles in 2022.
* 2022 257% to quota
* 2021 153% to quota

**Stanton Carpet – Territory Manager - District Manager**

**Louisiana, Tennessee, Alabama, & Mississippi**​​​ **2018-2021**

* Required to increase Stanton’s profitability and market share within a geographical area.
* Make daily sales calls with existing retail customers, with an emphasis on the sale of carpet, samples, displays, and cushion.
* Prospected for viable new accounts.
* Present products to retail and commercial dealers, architects, designers, and end-users.
* I provided this company with my ability to multitask, be a team leader, learn on my feet, resolve issues, and excel when put under extreme pressure.
* 2020 107% to quota
* 2019 151% to quota
* 2018 126% to quota and achieved Rookie of the Year.

Mohawk Industries – Territory Manager

Jackson, Mississippi​​​​​​​​​ 2015-2018

* Required to increase Mohawk’s profitability and market share within a geographical area.
* Make daily sales calls with existing retail customers, with an emphasis on the sale of carpet, samples, displays, and cushion.
* Prospect for viable new accounts.
* Present products to retail and commercial dealers, architects, designers, and end-users.
* I provided this company with my ability to multitask, be a team leader, learn on my feet, resolve issues, and excel when put under extreme pressure.
* 2017 111% to quota
* 2016 104% to quota

UniFirst Corporation- Senior Outside Sales Representative

Jackson, Mississippi ​​​​​​​​​ 2013-2015

* Running meetings with potential clients to analyze their needs and present the appropriate solutions.
* Negotiating sales and service contracts and overseeing of account installations
* Consistently identified new sources of business, maintained high productivity and sales standards while achieving sales quotas within my territory
* 2015 President Club
* 2014 110% to quota

Education

Tri County Academy High School, Flora MS 39071

University of Mississippi, Oxford MS 38655

Major: B.A. in Economics & English