

TODD M. FREER

549 South Ahrens Avenue
Lombard, Illinois 60148

toddfreer@yahoo.com

Cell: (630) 656-3445
Home: (630) 629-7714

FOCUS

SUCCESSFUL TECHNICAL SALES & MANAGEMENT PROFESSIONAL SEEKS POSITION TO UTILIZE ACQUIRED HIGH-LEVEL ORGANIZATION SKILLS IN THE GEOGRAPHICAL INFORMATION SYSTEMS FIELD.

GIS QUALIFICATIONS SUMMARY

PROFESSIONAL

- **REGIONAL SALES MANAGER** with impressive 13 year sales career highlighted with technical accomplishments in the GIS area:
- Trained sales personnel & participated in the development of proprietary GIS-based sound propagation software.
- Collected spatial data in the field & conducted GIS sound propagation analysis for federal government & municipal customers for projects resulting in sales in excess of 3 million dollars.
- Demonstrated proprietary *GEOCALL* GIS-based emergency management call-out software to marketing & municipal customers.

ADDITIONAL GIS QUALIFICATIONS

- **GIS INTERNSHIP** - Village of Bolingbrook, Illinois
03/2009 - Present
Responsible for updating storm, water, sanitary, curb, building, water, & plat feature class data. Converted AutoCad 2002 layer data to ESRI ArcMap 9.3.1. Generated & georeferenced historical aerial village maps & performed Google Earth layer conversions. Scanned, converted, & georeferenced engineering drawings using large scale plotters. Collected forestry tree data via Trimble GPS field computer for the Public Works Department.
- Illinois Municipal ArcGIS Users Group (IMAUG) participant.

RELEVANT GIS COURSEWORK

- GIS Spatial Analysis using Arc Toolbox: Capstone, RMI, Nearest-Neighbor, Geodatabase Joins & Manipulation, Geocoding, & Buffer Analyses.
- Fundamentals of GIS: Digitization, Buffer Analysis.
- ESRI: Creating Effective Web Maps.
- Seiler: AutoCAD 3-D Map 2010.

RELEVANT SALES & MANAGEMENT EXPERIENCE

- **REGIONAL SALES MANAGER** – Federal Signal Corporation, University Park, Illinois
03/2004 - 10/2005

Managed & grew annual sales in a \$10 million territory by 108% through aggressive hands-on & coaching-style approach. Forecasted, managed sales goals while developing strategies & tools for 10 manufacturer sales firms. Personally surveyed, designed, & wrote technical proposals for indoor & outdoor warning solutions to military, federal & state & local governments.

- **MARKET DEVELOPMENT MANAGER** – Motorola, Scottsdale, Arizona
01/1995 - 03/2004

Managed \$8 million sales territory for Land Mobile Communications Test Equipment Products. Developed strategies & sales tools while managing sales force of 23 manufacturer representatives. Hired, trained, & motivated manufacturer representatives. Forecasted & managed sales goals. Personally sold & negotiated contract pricing for high volume orders. Managed & grew trade-in program & used test equipment sales.

- **SALES MANAGER** – Enera, Chicago, Illinois
04/2006 - 09/2007

Personally sold GIS emergency management software product suite to military, municipal, commercial, educational & federal government customers. Drove business development activities resulting in new business partnerships & increased product exposure. Negotiated contract pricing for Government Schedule Pricing (GSA). Developed e-mail & phone marketing campaigns resulting in increased sales & quoting.

- **SALES MANAGER** – Closed Circuit Innovations, Woodridge, Illinois
10/2007 - 06/2008

SOFTWARE KNOWLEDGE

- MS Word, Excel, Access, PowerPoint, Outlook
 - ESRI ArcGIS 9.3.1
- Autodesk: AutoCAD 3-D Map 2010, 2002
- Intergraph Geomedia Professional
 - Mapbooks DS

EDUCATION

Northern Illinois University – DeKalb, IL ➤ Bachelor of Arts in Psychology ➤ May, 1994
Northern Illinois University – DeKalb, IL ➤ GIS Analysis Mastery Program Student ➤ Current 3.5 G.P.A.

References provided upon request