

# Evan Tantum

## Marketing | Business Development | Leadership

*Delivering solutions through innovative thinking.*



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www.evantantum.com



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While successfully overcoming the challenges of dynamic fast-paced environments, I have excelled and proven myself an asset within various domains.

As a natural leader, I have helped achieve business growth through increased sales, the fostering of strategic partnerships, and managing and training sales teams.

I have been instrumental in developing better business practices, including creating operating procedure content and the streamlining training modules to increase onboarding efficiency, productivity, and output.

# EXPERIENCE

# EDUCATION

Criminal Justice  
Gwinnett Technical College  
Lawrenceville, GA  
2008 to 2009

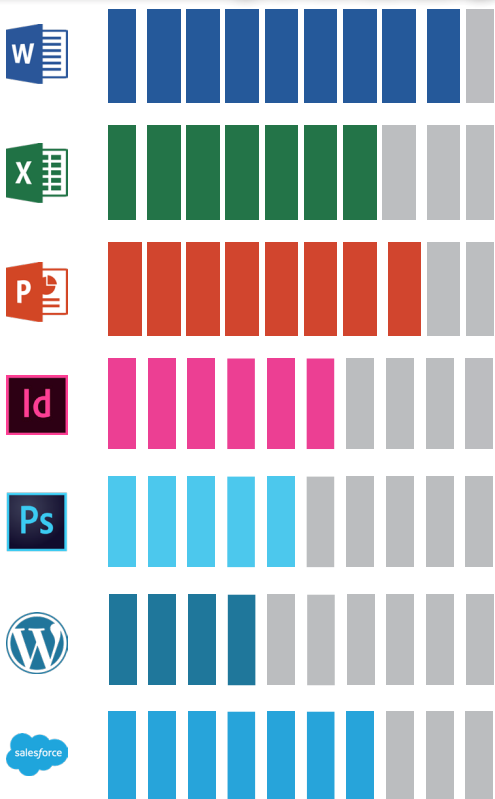
Northeast Georgia Regional Police  
Academy  
Council, GA  
2007

Marketing Director  
Dawson Van Orden, Inc.  
Austin, TX  
May 2015 to Present



- Manage the marketing budget for a multi-million dollar engineering firm.
- Facilitate the establishment and growth of engineering offices into new markets outside of the Houston, TX region.
- Develop and launch a modern and cohesive brand identity for the existing firm to demonstrate the unified expansion to new markets.
- Champion the use and implementation of CRM & project management software including the creation of training materials for the handbook of operating procedures as well as presentation information for employee training sessions.
- Responsible for market research and industry outreach in new markets including canvassing and prospecting to build professional relationships and generate new business.
- Create and manage all marketing campaigns for both online advertising and direct mail.
- Oversee company website and responsible for updating social media pages.
- Direct all internal and external events within multiple regions.

# SKILLS



Area Sales Manager  
Kingspan Insulated Panels Australia  
Brisbane QLD  
February 2015 to March 2015



- Presented product information to architects, specifiers and building managers with the aim of promoting the sale and use of Kingspan Insulated Panels.
- Conducted technical presentations for roofing and cladding contractors including builders, architects, and developers focusing on the range of Kingspan's products that would fit within the builders design.

National Sales Manager  
icatchers Exhibitions and Displays  
Archerfield QLD  
September 2014 to January 2015



- Strategized and implemented campaigns to help extend the reach of an established national business which specialized in custom exhibition displays.
- Established customer relationship management processes that could be shared across teams to help deliver outstanding customer service.
- Built a client database to track new clients and increase retention.

# AWARDS

- Top Sales Person 2013  
*Big Ass Fans*
- Golden Shield Honors Bronze Pin  
*MADD (Mothers Against Drunk Driving)*  
*Georgia 2009, 2011*
- Police Star Award  
*Norcross Police Department 2009*
- Officer of the Month  
*Norcross Police Department*  
*Jun 2008; May 2009; Oct 2009*
- Top Producer Atlanta Region Q1  
*IndyMac Bank 2005*

National Architect and Design Consultant  
Big Ass Fans Australia Pty Ltd  
Tingalpa QLD  
July 2012 to July 2014



- Launched Haiku product in Australia in 2012 and drove new product sales to over \$3 million in 2013.
- Leader in company sales for the Haiku product and consistently averaged 20% of total company sales for multiple quarters.
- Developed an efficient sales process for use specifically across the Asia Pacific region which included writing technical manuals, creating presentations and developing the in-house training.
- Provided mentorship and training to new employees through sales training and development modules as well as coaching new employees in sales techniques. Reviewed design and building plans with professionals and consulted on the installation of products.
- Presented AIA accredited continuing professional development courses. Instrumental in building and maintaining relationships with key national and international clients.
- Represented BAF at national and international trade shows and mentored and coach sales teams at shows.

# PREVIOUS EXPERIENCE

Freelance Photographer  
Evan Tantum Photography  
2010 - 2015

Account manager/Underwriter  
Global Equity Lending  
2007

Account manager/Underwriter  
Choice Capital Funding  
2006

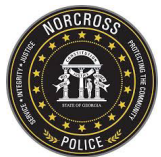
Account manager  
Indymac Bank  
2004-2006

Admin Officer  
Royal Flying Doctor Service  
Bowen Hills QLD  
September 2011 to March 2012



- Managed communications channels across departments, implementing effective communication strategies to enhance productivity
- Liaison between RFDS-QLD and Telstra, managed the mobile device inventory and repairs
- Administered corporate travel and related financial information across the branch
- Liaison between RFDS-QLD and Corporate Traveller
- Processed invoices for travel expenses, mobile phone expenses and other miscellaneous expenses on a monthly basis and entered the invoices into the Finance One system.
- Implemented a new procedure to expedite the bill payment process for bills that did not integrate with Finance One
- Used existing resources to automate the expense system creating a more streamlined process

Police Officer  
Norcross Police Department  
Norcross, GA  
June 2007 to August 2011



- Operated autonomously as a self-initiated patrol officer safely enforcing traffic laws and responding to dispatched calls ranging from assisting citizens to high-stress crimes in progress
- Wrote detailed, quality reports of incidents and testify to those events in open court on criminal cases in municipal court, state court and superior court
- Responded to high risk calls and serve high risk warrants as a member of the special weapons and tactics (S.W.A.T.) Team
- Worked successfully in with a high-stress team environment providing leadership to new recruits
- More than 733 hours of job specific training including diversity, ethics and integrity
- Lead the department in DUI arrests in 2009