

TIM J. VOAKLANDER

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OBJECTIVE

To be involved in worthwhile work that utilizes my self-motivating, initiating, and get-the-job done skills in a team supportive environment

WORK HISTORY

Mar 1984 **Owner-Operator**
to *Dolphin Company at Islandia Sport fishing*
present *San Diego, Ca. 92109*

Took a unused boat and created an annual business income of \$500k to \$800k in San Diego's competitive sport fishing industry

- Hired\-fired up to 35 employees annually
- All bookkeeping, payroll, accounting
- Created and implemented marketing plans
- Created most sales and pricing protocol
- Hands on repairs-machinery, diesel, hydraulic, refrigeration, plumbing, and electrical
- A+ communicator-through customer-oriented leveling technique

Mar 2003 **Marketer**
to *Liberty League, BMA*
Nov 2006 *San Diego Ca. 92109*

Direct sales and marketing through home-based business format

- Generated own leads through print and other
- Prospecting primarily through telephone
- Teleconferencing
- I can close

Jan 1979 **Captain**
to *Frank Chase -- F.V. Patricia*
Nov 1982 *San Diego Ca. 92109*

Master of commercial fishing boat.
Responsible for operating at a bottom line profit to owner

Jan 1978 **Captain**
to *Mike Grosbeck--MV Prowler*
Dec 1978 *San Diego Ca. 92109*

Master, mate

Oct 1975 **Sales Person**
to *Unique Auto*
May 1978 *San Diego Ca. 92109*

Sales and leasing new and used vehicles during off seasons.

- Natural people skills
- Qualifying, processing, and closing transactions
- Enjoy negotiating

Apr 1975 **Master, Mate**
to *Gary Black -- M. V. Conquest*
Dec 1977 *San Diego Ca. 92109*

Jun 1971 **Master, Mate**
to *multiple boat owners*
Mar 1975 *San Diego Ca. 92109*

From high school on sport fishing and commercial fishing boats developed hands on people, sales, and technical skills

EDUCATION

Sep 1967 **Oceanside High School**
to *Oceanside Ca. 92054*
Jun 1971 *GED*

SOFTWARE/SYSTEM AND OTHER SKILLS

- MS Word, Excel, Windows
- Quick Books Pro
- Excellent reading comprehension

REFERENCES AVAILABLE UPON REQUEST