

# Tom Kuntz

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3150 Wagner Ct. Aurora, IL 60502 | (630)689-3381 | [thomas.kuntz@gmail.com](mailto:thomas.kuntz@gmail.com) | <http://students.cs.niu.edu/~z1551951/>

## Skills

- C++ with STL
- Java
- Swift (iOS)
- SQL/PostgreSQL
- PL/SQL (Oracle)
- HTML/CSS
- Android Mobile Development
- Systems Design and Analysis
- Object-Oriented Design
- Agile Methodology
- Software Life Cycle
- Relational Algebra/Calculus
- ER Diagramming
- IBM Master the Mainframe Competition

## Education

### **Northern Illinois University – DeKalb, Illinois**

#### **Master of Science: Computer Science, Current, 3.79 GPA**

Relevant Courses: C++, Java, iOS Development, Android Development, Software Engineering, Data Structures and Algorithms, Database Design, Operating Systems Principles.

### **Northern Illinois University – DeKalb, Illinois**

#### **Bachelor of Arts: History, 2012**

Graduation with Honors

Honors Program Curriculum

## Work History

### **Palmer Consulting Group – Lisle, Illinois**

#### **Software Developer Intern, 01/2017 to Current**

Software Developer Intern for Spring 2017 semester.

Creating reports with PL/SQL and Java using Jasper Reports, and Crystal Reports.

Creating CMiC Dashboards using relational databases.

### **General Electric – Western Massachusetts**

#### **Retail Area Sales Manager, 08/2013 to 06/2015**

Promoted to field sales role in Western Massachusetts.

Territory included area of W. Mass, Vermont, and Eastern New York State.

Sold to national and independent retailers; territory volume of \$25MM GSB.

Responsible for execution and creation of marketing and advertising materials for independent retailers.

Exceeded sales goals by 14% in 2014.

Responsible for training sales associates in store and approving commissions on sales.

### **General Electric – Louisville, Kentucky**

#### **Direct Area Sales Manager, 07/2012 to 08/2013**

Hired onto GE's Commercial Training Leadership Program team.

Sold GE Appliances to builder, contractors, and property managers in the Boston, MA market.

Signed one of the region's largest property management companies, previously held by our largest competitor, to an exclusive contract increasing my account portfolio by over 100 accounts.

Negotiated prices, terms of sales, and service agreements.

Completed GE's Negotiation Skills Training and Six Sigma Green Belt Certification.