

# Thor Skoe

Grand Forks, ND · 320-293-4499 skoe.thor@gmail.com

## Professional Summary

Sales professional with experience in landscaping and fencing solutions. Proven ability to convert leads into revenue, exceed sales goals, and manage projects from initial consultation through installation. Skilled in client communication, project design, scheduling, and coordinating end-to-end service delivery.

## Professional Experience

### Salesman/Sales Manager

#### **GreenWorks Landscaping and Fencing — Grand Forks, ND**

**April 2022 – Present**

- Convert inbound and outbound leads into contracted landscaping and fencing projects.
- Achieved and exceeded annual sales goals in 3 of 4 years.
- Conduct client consultations, design project layouts, and provide detailed explanations of services.
- Oversee project lifecycle, including ordering materials, scheduling installations, and managing on-site progress.
- Collaborate with installation teams to ensure timely, high-quality project completion.

### Fencing Foreman

#### **GreenWorks Landscaping and Fencing — Grand Forks, ND**

**August 2020 – April 2022**

- Led a crew of 2–3 installers on residential fencing projects.
- Reviewed and confirmed project drawings from the sales team.
- Installed fencing materials accurately, efficiently, and professionally.
- Ensured customer satisfaction through quality workmanship and clear communication.

## **Outreach Specialist**

**Eickhoff Columbaria — Crookston, MN**

**January 2020 – June 2020**

- Researched and compiled targeted prospect lists for outreach.
- Cold-approached prospective clients to introduce company services.
- Coordinated and scheduled meetings between prospects and the sales team.

## **Account Executive Intern**

**Leighton Broadcasting — Grand Forks, ND**

**November 2018 – January 2019**

- Introduced to advertising sales through mentorship with senior account executives.
- Assisted in canvassing and prospecting efforts to identify potential clients.
- Supported outreach to small businesses, focusing on tailored advertising solutions.

## **Education**

**Bachelor of Science in Marketing**

University of Minnesota Crookston — 2020

Minor: Business Management

## **Skills**

- Sales & Lead Conversion
- Client Relationship Management
- Project Design & Planning
- Scheduling & Project Coordination
- Communication & Presentation
- Landscaping & Fencing Product Knowledge