

Professional Summary

Strong communication skills with a history of successfully meeting or exceeding sales goals. Success in motivating a sales team to profitability across a variety of industries. Strength with cold calling and lead development across a varied customer base. Broad based knowledge of loan financing and sales solutions.

Sales Working with customers to find solutions to a variety of needs. Working to broaden personal knowledge of available products to make certain customers' needs were met. Exceeding sales goals regardless of product offered. Researched and targeting cold calls to build a successful client base. High dollar closer who can build solid business networks through trust, work ethic, and consistently solid results.

Finance Funding deals through utilization of varied lender stipulations and available financial products Negotiation for best margins and developing relationships with lenders as well as clients.

Management Responsible for hiring, training, terminations and profitability of new salespeople and current employees. Solved personnel issues, handled medical/benefit inquires as well as harassment complaints and vacation requests. Responsible for weekly and daily payroll reports for 70+ employees.

Independent Contracting Planning and organizing personal business models to maximize profit and efficiency while focusing on customer satisfaction. Logistics of delivery services over a broad area.

Employment	Oct 2020 – present	Press One Customer Service, Fort Collins, CO Customer Service Representative for Kiwi Co, American White Label CBD and Lee Enterprises
	Oct 2019 - March 2020	IPoint Technologies, Fort Collins, CO Account Executive/Lead generator
	June 2013 - Aug 2019	King Buick/GMC, Loveland, CO Sales Associate/Internet Sales
	Oct 2010 - May 2013	Tyrrell Doyle Chevrolet/Honda, Cheyenne, WY Sales Associate/Finance Manager
	May 2007 - Sept 2010	Deming Deliveries, contracting through Trans-Tek, Loveland, CO Independent Contractor
	March 2003 - Nov 2007	Husky International Electronics, Loveland CO Senior Trader
	Feb 2001 - Jan 2003	Harlem Ambassadors Professional Show Basketball, Ft Collins, CO Sales Associate
	April 1999 - June 2000	Xentel DM Inc. (formerly Gehl Corp) Denver CO Sales Manager/Human Resources Director
	Sept 1997 - April 1999	First Mortgage Corporation, Flossmoor IL Loan Officer/Originator
	Oct 1996 - Sept 1997	JVS Financial Services, Joliet IL / Chicago IL Loan Officer/Processor
	Sept 1992 - Sept 1996	Gehl Corporation, Loveland, CO / Wichita, KS / Spring Hill, FL Sales Associate promoted to General Manager

Education BA in Psychology with minor in Economics and English
Eastern Illinois University, Charleston, Illinois