

Justin Morrison

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Experienced professional seeking to fill a position.

#readytowork

Work Experience

Collections Specialist

Sunrun

February 2019 to November 2019

Sales force Customer portal and programming data Entry

- Three Screen Navigation between word, Excel, NOC, google docs, email, Oracle
- Customer collections soft collect with 1st party
- Commission based on dollars collected and ach sign up
- Deactivation procedures with Oracle Nav with reactivation based on paid in full contact
- Run team meetings and training new collectors
- Working accounts from ingestions of new clients or bought files

Account Executive

Amtust Financial

April 2017 to February 2019

Responsibilities & Highlights:

Sales, customer service, product knowledge, closing the sale

Vehicle Service Plans (MBI) Mechanical Breakdown Insurance

High Volume Call Center

Sales Program was called "Sales Force" used for data entry, payment plans, customer contact (of all facets) ie phone, email, and mail in correspondence.

I was top salesman at #1 Position for my first 3 months in a row in revenue then never went lower than 5th in the nation for sales revenue peaking at #1 throughout my time with Toco.

Account sales rep, inbound and outbound call center Contact negotiations, product knowledge, MBI

Laws and regulation

Salesforce interface, google, car-fax, vin check pro

- Daily/weekly/monthly/quarterly goals
- Responsible for our own business keeping track of daily numbers using Microsoft Excel

Forklift operator/Certified

Midwest Floor & Coverings

February 2016 to April 2017

February 2016 - April 2017

Warehouse

- ● •Cabinet Building
- ● •Granite Countertop Transport
- ● •Forklift operator/Certified
- ● •Prepare orders for customer pickup
- ● •Pallet wrapping
- ● •Order Picker
- ● •Processing, Packing, Shipping
- ● •Organize stocks and maintaining inventory
- ● •Inspecting Products for defects and damages
- ● •Receive unload and placing incoming items appropriately ● •Check, verify and fill customer orders
- ● •Abide by all company/OSHA standards

Collections Representative

Alpha Recovery

June 2013 to February 2016

Credit cards, Accounts Receivable

- ● ● Responsibilities & Highlights:
- ● ● > Collections, customer service, sales, skip tracing: TLO INNOVICE/CBC DMDC
- ● ACCURANT GOOGLE, Microsoft word, excel, latitude collections program
- ● ● > Hard and soft t/o, I am excellent at giving 2nd voice, have perfected EOM closing
- ● once desk has been built, built, can work 1500 to 2200 accounts monthly manual or dialer if needed
- by company, worked HSBC GALAXY ICON JH JEFF CAP AND EXCEL (repo account client)

Collections Rep

LRA

January 2010 to June 2013

Collections Rep

- ● ● Responsibilities & Highlights:
- ● ● > Collections, customer service, sales, skip tracing: TLO INNOVICE/CBC DMDC
- ● ACCURANT GOOGLE, Microsoft Word, latitude collections program
- ● ● > Hard and soft t/o, I am excellent at giving 2nd voice, have perfected EOM closing ● once desk
- has been built, built, can work 150 to 200 accounts daily manual or dialer ● if needed by company, worked numerous HSBC

Sales Representative

HSBC UDH CLIENT ACCOUNTS

March 2007 to January 2010

Sales

ARAPAHOE MITSUBISHI
March 2007 to January 2010

Responsibilities & Highlights:

- ● ● > Sales, customer service, product knowledge, closing the sale, customer satisfaction

Education

Associate in Business Finance and Communications

Community College Of Aurora
August 2010 to December 2013

Skills

- Highly Skilled communications, high volume call centers, fast paced sales and closing, daily/weekly/monthly quotas.
- Management skills include but are not limited to: Team Goals for daily/weekly/monthly/annual, scheduling and time management, I would work my teams with high energy and enthusiasm for the day with a (check the attitude at the door) team policy
- Work Experience
- Microsoft Word
- Microsoft Outlook
- Microsoft Office
- Microsoft Powerpoint
- Salesforce
- Time Management
- ACH
- Google Docs
- Outbound Sales
- Cold Calling
- Telemarketing
- Marketing (8 years)
- Advertising (8 years)
- Public Relations (8 years)

Certifications and Licenses

Certified Forklift Operator

driver's license