

Shawn Miskinis

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I am looking for a long term employment opportunity. My word is good, my information is accurate, and I build strong trust and rapport with everyone that I come in contact with. My philosophy is to keep moving business forward every day, and always have a positive attitude.

Real Estate Broker Irvine, CA

5/2018 - present

- I work with homeowners and interested parties to purchase and lease residential real estate in Orange County, CA.

Mortgage Loan Originator American Senior

5/2017 – 5/2018

- Originated reverse, VA and conventional mortgages.

Field Energy Specialist SolarCity, Santa Ana, CA

3/2014 – 5/2017

- In-home Solar Sales from 7/14 to 4/15, solar lead generation with marketing partners 4/15 – 5/17. I worked with engineering, installation crews as field project manager, and the document department to bring installations to a successful conclusion.

Internet Sales and Leasing Associate AutoNation Toyota, Irvine, CA

11/2011 – 3/2014

- 27% Internet lead closing ratio vs. peer group at 11%. Trained new hires, 100% Toyota CSI for 2 years.

In - House Finance and Collections Manager Public Motors, Santa Ana, CA

7/2009 – 11/2011

- I managed the in house finance and collections departments. I reorganized the departments from the ground up, and achieved outstanding results within 90 days. The loan portfolio grew at a rapid pace, the department created incremental sales and finance income for the dealership, and the paper performed well above expectations. Working with customers early if they had a problem was vital to that success. The new procedures and continual employee training resulted in a sub-prime portfolio with 50 % delinquency initially, performing like “A” quality paper when the dealer sold off the portfolio for needed working capital.
- With the service manager, we transformed the service department from reconditioning cars for sale to a profitable, full retail service department.
- The dealer and I installed a CRM system that helped organize the unique auction sales process, with post sale follow-up that created incremental sales, and boosted customer satisfaction.
- I negotiated new vendor contracts, and re-negotiated some existing contracts, reducing dealership expenses.

Mortgage Originator

3/2002 – 7/2009

Miskinis Management Services, Inc. Newport Beach, CA

- Originated mortgages for residential and commercial clients in the state of California. 90%+ of loans I originated, funded. My ability to provide customized mortgage solutions to meet specific needs quickly built a steady pipeline of loans. Genuine concern for the customer, coupled with a high level of team customer service, produced a consistently high funding percentage.

Business Consulting

7/1997 -3/2002

MMS, Inc.

Palo Alto & Newport Beach, CA

- I provided consultative services to small businesses in Northern and Southern California to help business owners standardize department processes. This resulted in higher employee satisfaction, and increased business profitability.

Finance Director, Marx Automotive Group

2/1995 – 7/1997

Gilroy, CA

- I managed the finance and insurance department, worked the sales manager desk, and trained sales and finance staff. I wrote 100 deals a month myself, and placed all department contracts. I increased department revenues 200% in 90 days.

Wholesale Account Executive

4/1986 – 2/1995

GMAC, Newport Beach & Sunnyvale, CA

- I developed incremental business by analyzing how each dealership operated their sales and finance departments, and implemented changes working with ownership and management to bring about the desired result. I worked at the dealerships with staff to implement changes and track results. The result was a 20% overall increase in business for GMAC from my dealer group, and increased dealership loyalty to use our product portfolio.
- I listened to the Dealers needs, and utilized our wide array of products to answer those needs because I took the time to read all contracts to have a full understanding of all products, retail and wholesale.
- Worked as a liaison, bringing key GMAC and Dealership personnel together to have a better understanding of what was needed from both sides to increase product sales.
- Hosted over 300 interactive sales and finance and insurance training seminars that resulted in increased product sales and dealer loyalty.
- I started in collections, and held the positions of loan officer, credit analyst, leasing coordinator and collection supervisor from various rotations from and back to sales.