

Jason Walther
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WCCW, Inc. Fullerton Ca. - October 2018 – October 2019

Sales Representative

- *Responsible for all New Business relationships and problem solving transactions in the Retail and Medical Sectors. Clients we provided maintenance contracts to include - Costco, Jetco, Walmart, Mothers Markets, Scripps Medical Center, CHOC Hospital and many independent Surgery Centers.
- *Develop new business relationships including reselling current clients via cold calling and marketing campaigns.
- *Oversee all aspects of services completed
- *Sold over 100% of management expectations

Raymond James Financial Services, Irvine, Ca. - May 2011 – July 2018

Recruiter/ Sales

- *Recruit and Train New Financial Advisors and Office Personnel
- *Recruitment of Syndicate (IPO) Investors for Stocks and Dividend Growth Opportunities
Recruitment of Mutual Fund and Stock Investors
- *Mortgage Sales, 401(k) Sales, Plan Analysis and Service. 403(b) and 401(k) **Compliance**,
Responsible for all Communications with New Clients
- *Created and Developed all Sales Tracking Systems for the Branch
- *Consistently met Sales Goals and helped bring in **\$190,000,000 in Assets Under Management**

Forefront Staffing Solutions- Irvine, Ca February 2007- May 2011

Provide and place Candidates in the Financial Industry. Staff Accountants, Controllers and CFO's, Exceeded Revenue from previous year through expanding Chicago office to Orange County, CA.

- *Cold call Business Owners, Hiring Managers and HR Directors
- *Present candidates who match client companies job description, needs and qualifications
- *Present contracts to decision maker and process
- *Maintain relationship with business owner, hiring manager or HR director

Two Roads Professional Resources- Huntington Beach, Ca, April 2006- February 2007

Provide and place Candidates in Healthcare, Aerospace, Electrical Engineering, HVAC, Construction and Telecom Industries. Exceeded Revenue from previous year with many placements.

- *Identify Candidates using job boards and LinkedIn
- *Present candidates who match the companies job description, needs and qualifications
- *Present contracts to decision makers and process contract
- *Maintain relationship with business owner, hiring manager or HR director

Education: CA Life and Health License

Newport Harbor High School, Ca Graduate/ Orange Coast College/ Pennsylvania State Real Estate License