**Bryan Allen**

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**Objective**

Seeking to obtain a position with your team for sales position where I can add value to the production and growth of the company.

**Skills**

* · Establish instant client rapport
* · Excellent closing techniques
* · Product Knowledge
* · Proficient Active Listening
* · Questioning clients and identifying customer requirements
* · Scheduling and managing appointments
* · Action-Oriented

**Experience**

**March 2019 – Present**

**Lead generator | Coconut Funding | Newport Beach, CA**

Contact lead numbers from paper leads in order to identify business owners and merchants. Complete application for the Merchant cash advance loan. Build and maintain the relationship with the merchant throughout the application process. Obtain the proof of financial assets to determine eligibility for loan.

**July 2017 – March 2019**

**Appointment Setter | Enver Solar | Tustin, CA**

Received incoming calls and communicated clear, detailed product knowledge to potential clients. Generated leads for homeowners that had a need, interest or desire to lower their monthly electricity costs. Worked closely with management as a team player, bringing high energy to the environment.

**May 2017 – June 2017**

**Loan Consolidation Consultant | NSLA | Santa Ana, CA**

Received incoming calls for outstanding loans. Explained The William B. Ford Act and how clients could benefit by enrolling.