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| **M Address:**  24281 Avenida Breve #C  **Laguna Niguel CA 92677** | **(714) 350-8457 Mobile**  **Email: aj.mehrassa@gmail.com** |

A.J. Mehrassa

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| **Objective:** | “Self-Motivated, Energetic, And Customer Service and money Driven Sales Professional With Background In Technical and Financial Sales And Customer Service, Pursuing A Career With A Dynamic Company” |
| **Experience:** | April 2014– November 2019,     *USA APPs.*            Irvine, CA  ***National Account Manager***      Generated Sales For A Telecommunications And Smart phone Apps Firm.   Developed And Utilized Sales Programs And Marketing Strategies Which Incorporated New And Existing Clients To Increase Revenue And Profit.     Establish And Maintain An Effective Prospecting And Follow-up System.     Converted Leads To Active Clients By Implementing Proven Sales Strategies. |
|  | 2003- 2014   ***New Line Funding***    Mission Viejo, CA  ***Senior Loan Officer***        Handled All Aspects Of New Loan Origination And Modification For Self And The Sales Team, As Well As Debt Settlement.        Provided Clients And Prospects With Superior Customer Service.        Hired, Trained, Managed, And Motivated Sales Department And Staff.        Assisted Loan Officers In Choosing Mortgage-related Products and Services Suited to Client’s Needs.        Interacted With Third Parties Such As Escrow & Title Companies And Real Estate Agents. |
|  | 1996–2003                  ***Digital Systems Media***Irvine, CA  ***Account Executive***       Managed Over 500 Domestic And International Accounts.       Responsible For Generating And Cultivating Corporate Accounts, Invoicing, Purchasing Of All aspects Of Inventory.       Interacted With Decision Making Parties Within Companies.   |  |  | | --- | --- | | Education | 1986–1988  El Camino College Torrance, CA     General Studies, Business Administration  And Computer Applications.  Hobbies: SCUBS Diving, Volunteer Work | |