

## Objective

Results-driven executive management professional and top producing financial advisor with over 22 years of successful experience in maximizing profit. Proven leader as a bank Board of Director and Executive Vice President of a \$225 million community bank and bank holding company. Expertise in project management, strategic planning, marketing, team building, and investment portfolio management.

## Skills

Management, MS Office.

## Work Experience

### Executive Vice President III

**ABC Corporation** - 2018 – 2020

- Handled advertising, sales and marketing for food sales chain.
- Conducted marketing research and produced reports to assist the executive management.
- Recruited working staff for daily operations.
- Monitored correspondence and relayed information to franchise operations.
- Drafted leasing contracts for retail merchandising properties.
- Increased sales by 45 percent by implementing a client profiling campaign.
- Brought forth new ideas for products and drafted marketing plans to initiate sales.

### Executive Vice President

**Delta Corporation** - 2002 – 2005

- Work directly with the President on daily tasks around the fraternity.
- Created a database that kept record of all campus involvement opportunities and which brothers may be involved already Continuing work on a project.
- Manage and participate in a team of Manufacturers Representatives responsible for over 40 product lines including plasma etchers, laser drilling.
- Oversee equipment and process installation and start up.
- Increase sales and market share through product knowledge, demonstrations and presentations.
- Negotiate contracts with suppliers, customers and warehousing in AZ, CO, UT, NM.
- Client recruitment Project and sales development Staff hiring and management Operations oversight Project assessment and development Client services.

## Education

Baccalaureate of Science in Business Administration - (Ohio Valley University, College of Professional Studies - Vienna, WV)