

JASON D. HILL

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OBJECTIVE

To obtain a challenging and responsible position that facilitates learning, provides strong communication, organizational and analytical skills and allows me to utilize my education and experience.

QUALIFICATION HIGHLIGHTS

- Extraordinary managerial skills. Possess in-depth business knowledge, exceptional decision making attitude and profound leadership qualities.
- Exceptional ability to build productive relationships, resolve complex issues and win customer loyalty.
- Strong communication skills and the ability to establish rapport with clients and co-workers.
- Excellent written and oral communications, interpersonal and technical skills.
- Quick study, with an ability to easily grasp and put into application new ideas, concepts, methods and technologies.
- Dedicated, innovative and self-motivated team player/builder.
- Great hand at using computer aided statistical tools, MS office tools (word, PowerPoint, excel) and the internet platform
- Bright and consistent academic records and other extra-curricular achievements

EDUCATION

Cumberland University, Master's Degree, January 2012-August 2013

Vanderbilt University, Bachelors of Science, August 1993-December 1997

Brentwood Academy, Comprehensive High School Diploma, August 1989-May 1993

EXPERIENCE

Wellington Gram, LLC

August 2018-Present

Owner

Antioch, TN

Omnivisions

December 2016-August 2018

Assistant Program Manager

Lebanon, TN

- Assisted staff with employee relations issues, regarding employment, attendance, benefits, performance and behavioral issues, rewards and recognition. Trained and supervised interns and temporary staff as applicable. Identified candidates for recruitment to fill opened positions within the organization.

Walters Management/Service Loans

Branch Manager

February 2015-July 2016**Gallatin and Murfreesboro, TN**

- Responsible for establishing and maintaining positive public contact with various high ranking officials, administrators, legal, technical and business professionals as well as the general public.
- Assisted staff with employee relations issues, regarding employment, attendance, benefits, performance and behavioral issues, rewards and recognition. Trained and supervised interns and temporary staff as applicable. Identified candidates for recruitment to fill opened positions within the organization.
- Responsible for management of account assignment activities, including adjustments, dispute resolution and account investigation. Researched and investigated public and bank records; used courthouse records to locate tax, real estate, motor vehicle, and other public records.
- Maintained financial reporting records. Directed finance staff in planning and budget process, and present quarterly budget and balance sheet reviews to senior operations finance executives and their teams.
- Provided analysis in FP&A (Financial Planning & Analysis), completed the budget and spending, analyzed financial statements, and generated gross margin reports. Served as a primary contact for external auditors.
- Set financial calendar and prepared monthly Federal Reserve business outlook survey.
- Generated leads through cold calls and referrals.
- Developed the business through delinquency control. Collected delinquent payments and seized property and assets when necessary. Established partial payment agreements to delinquent clients.
- Managed and motivated employees to maintain the success of the operation. Increased overall employee morale. Managed customer relations and credit counselor to customers in need.

The Hill Agency/Farmers Insurance Agency**Self-Employed/Owner****February 2014-August 2015****Brentwood, TN**

- Prospected and networked to build book of business.
- Generated leads through cold calls and referrals.
- Developed leads, scheduled appointments, and provided customer service to my clients
- Provided underwriting and rating for new accounts.
- Maintained knowledge of new products and initiatives.
- Developed agency relationships with existing clients.
- **Marketed and sold insurance policies and provided professional customer service.**
- Sold life, health, disability, and long-term care insurance products and annuities as an affiliate of a \$10 billion company.
- Prepared profiles on potential clients and secured in-home appointments. Established rapport and trust. Presented and sold appropriate insurance products.
- Licensed Insurance Agent and a Notary Public

State of Tennessee, Department of Health**Regulatory Board Administrative Assistant****August 2011-March 2014****Nashville, TN**

- Evaluated the status of licenses, permits, and certifications based on policies, procedures, and laws. Reviews licensure applications for completeness, accuracy, and eligibility requirements; made a recommendation to accept or reject the application in accordance with pertinent laws, rules, and regulations. Researched and investigated public records.
- Developed policies and procedures for implementing new or existing programs and activities. Assisted Director in coordinating and enforcing existing policies and methods. Reviewed existing policies to ensure effectiveness to achieve desired outcomes.
- Responsible for establishing and maintaining positive public contact with various high ranking officials, administrators, legal, technical and business professionals as well as the general public. Researched,

explained and interpreted pertinent laws, regulations, federal and program policies and procedures. Resolved client complaints and difficult personal relationships to achieve positive outcomes for all parties involved.

- Coordinated the collection and preparation of operating reports for regulatory boards. Maintained license payment records. Resolved client complaints and difficult personal relationships with contracted agency personnel to achieve positive outcomes for all parties involved.
- Monitored the status of case investigations of individuals practicing pertinent occupations and professions; examined the status of the case from established computer databases; conferred with the director of the investigative section on the status of the case; related findings to appropriate personnel.
- Coordinated meetings for boards and commissions; prepares the meeting facility; prepares reports for submission to the board; implemented mandates and pronouncements as assigned; attends board meetings; supplies requested information, records, or reports.

ASE Diversity, Inc.

Founder/Owner

November 2007-April 2010

Franklin, TN

- Supervised the activities of assigned sales territories to meet and exceed yearly sub team goal.
- Recruited, hired and trained new inside sales representatives for openings within assigned sub team; maintain pool of qualified candidates.
- Identified training and/or coaching needs and plan necessary steps to achieve desired results.
- Ensured that all Inside Sales Representatives achieve the required level of product knowledge necessary to promote assigned titles.
- Facilitated a team approach to achieve organizational objectives, increase productivity and increase employee morale
- Completed staff assessment and performance appraisal documents.
- Created and foster a motivational work environment, which encourages professional development, team collaboration and high performance.
- Interpreted and analyzed team sales data to forecast and enhance sales rep productivity.
- Completed all required reports regarding sales and sales campaigns, market feedback and team territory management activities.
- Managed assigned team travel expense budget.
- Covered open territories by making sales calls to generate new business or to close pending business, solicit market feedback and manuscript leads.
- Drove business growth and capitalized on new revenue potential
- Expertise in ink, toner, and printer sales, pricing strategies, client relations and needs assessment, marketing, financial management, purchasing, administration, and staff training, supervision, motivation and mentoring.
- Assisted sales representatives in developing long term and daily territory plans that optimize time and resources.

First Tennessee Bank

Personal Banker/Financial Planner

October 2006-November 2007

Franklin, TN

- Trained new employees and played a key role during several banking conversions and operational help.
- Assisted staff with employee relations issues regarding employment, attendance, benefits, performance and behavioral issues, rewards and recognition.
- Managed sales of bank products, new business, operations, customer service, and teller activities at tier one banking center and work with regulatory compliance, internal policies, and procedures.

- Generated new business through presentation of bank products to customers and follow-up. Played a instrumental role with branch by meeting sales categories.
- Provided loan counseling to clients, reviewed overdrafts for branch, and created investment portfolios for clients.
- Prepared month-end reports for managers and helped identify and resolve problems.
- Sold life, health, disability, and long-term care insurance products and annuities as an affiliate of a \$10 billion company. Generated leads through cold calls and referrals. Prepared profiles on potential clients and secured in-home appointments. Established rapport and trust. Presented and sold appropriate insurance products.
- Licensed Insurance Agent and a Notary Public

AmSouth Bank (Region's)

Assistant Branch Manager

September 2004-September 2006

Antioch, TN

- Oversaw a team of five bankers that executed all sales activities; established and achieved sales goals through effective sales management techniques. Recruited, trained, and mentored staff on client profiling, conducting sales meetings, and closing deals.
- Identified and confronted performance issues - including communication of gaps in performance, coaching to improve performance, clearly setting expectations and taking further disciplinary action as appropriate.
- Provided analysis in FP&A (Financial Planning & Analysis), completed the budget and spending, analyzed financial statements, and generated gross margin reports. Served as a primary contact for external auditors.
- Exceeded goals and expectations: conducted skills assessments, performance management, development feedback, and coaching of employees and sales force.
- Utilized consultative sales approach to define customer goals and develop solutions that cultivated strong relationships with customers.
- Directed and successfully increased the commercial loan portfolio, specializing in financial analyses and overall credit evaluation.
- Consistently eliminated technical exceptions to meet regulatory agency compliance requirements for assigned loan portfolio.
- Researched and investigated public and bank records; used courthouse records to locate tax, real estate, motor vehicle, and other public records. Assisted Branch Managers and Lending Officers in the underwriting, analysis, and approval of commercial loan requests of up to \$500,000.
- Licensed Insurance Agent and a Notary Public

Citi-Financial/Washington Mutual Finance

Branch Manager

August 1999-April 2004

Bowling Green, KY/Nashville & Knoxville, TN

- Responsible for establishing and maintaining positive public contact with various high ranking officials, administrators, legal, technical and business professionals as well as the general public.
- Assisted staff with employee relations issues, regarding employment, attendance, benefits, performance and behavioral issues, rewards and recognition. Trained and supervised interns and temporary staff as applicable. Identified candidates for recruitment to fill vacant positions within the organization.
- Responsible for the management of account assignment activities, including adjustments, dispute resolution and account investigation. Researched and investigated public and bank records; used courthouse records to locate tax, real estate, motor vehicle, and other public records.
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References

Professional

Judson Clift
 Owner/ASE Technology
 128 Holiday Court Ste. 103
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 615-595-3990

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 Professor of Education and Public Service Management
 Cumberland University
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Personal

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