

Jason Line

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Summary

A dedicated professional with four years of sales experience and over 9 years of experience in customer service and administrative support. Organized, with a strong emphasis on time-management, ability to prioritize tasks, and attention to detail. Looking forward to using my abilities to take on new endeavors and challenging tasks.

PROFESSIONAL EXPERIENCE

Defenders, Indianapolis, IN

May 2018-Present

Security Advisor

- Uses proven sales strategies in order to convert prospective buyers into new customers
- Regularly performs to meet and exceed sales goals and various metrics
- Performs consultative selling techniques in order to determine which products to offer clients
- Regularly exceeds expectations and surpasses company metrics

Finance of America Reverse, Carmel, IN

July 2017-May 2018

Loan Officer

- Consistently made over 100 phone calls per day in order to prospect new business
- Used sales techniques in order to discover a borrower's need for a Reverse Mortgage
- Verified the accuracy of borrower information in order to determine suitability and qualification of Reverse Mortgage loan products
- Worked with processing and underwriting teams in order to obtain loan approval and schedule closing

Carrington Mortgage Services, Westfield, IN

Dec 2016-May 2017

Loan Officer

- Conducted 80-100 outbound calls per day in order to prospect potential new business opportunities
- Conducted fact-finding interviews in order to recommend various loan products, depending on client needs
- Assisted borrowers in completing loan applications and provided proper disclosure information in order to remain in compliance with government regulations
- Gathered supporting documentation, in order to provide proof of eligibility to underwriting

Independent Insurance Producer, Indianapolis, IN

Oct 2015-Dec 2016

Agent

- Conducted face-to-face interviews with clients to uncover financial goals and life insurance needs
- Educated clients on various products in order to generate strategies for retirement and final expenses
- Prospected potential clients via natural market, referrals, and purchased leads
- Confirmed all sales and marketing materials complied with state and federal regulations

Scalable Press, Indianapolis, IN

May 2015-Oct 2015

Account Manager

- Prospected potential customers via internet leads in order to build and maintain a book of business
- Used advance sales techniques to overcome objections and creatively fulfill customer needs
- Met and exceeded monthly sales quotas and various other performance metrics
- Scheduled follow-up appointments in order to ensure customer satisfaction

Angie's List, Indianapolis, IN

Oct 2013-Nov 2014

Customer Service Representative

- Assisted members with various aspects to include; purchase of services, web site troubleshooting, and the updating of sensitive information
- Quickly and efficiently solved member issues and addressed any concerns, pertaining to the service and membership
- Used retention techniques in order to retain customers
- Submitted detailed notes on each interaction, in order to provide future, personalized, assistance

United States Navy, Sigonella, IT

Jan 2008-Jan 2012

Petty Officer

- Assisted in the receipt, issue, and stowage of over \$500 Million in government assets
- Tracked inventory and verified compliance with Department of Transportation regulations
- Monitored any gains or loss to inventory or quickly resolved any discrepancies
- Implemented and trained approximately 35 employees on manpower reporting systems

PROFESSIONAL LICENSES

- Indiana Life & Health; Residential Producer Individual-#3115308 (Renewal in Progress)
- NMLS #1510591; State Loan Originator Licenses (AL, AZ, FL, IN, KT, MO, NC, OH, TN, VA, WA) (Inactive)