**Lance Hunter**

                                                                                                    915 NE 70th Ave.

                                                                                                                         Portland, Oregon 97213

                                                                                                    503.327.9953

                                                                                                                         lancehunter71@hotmail.com

**Skills and Abilities**

> Obtained series 6, 63, and State of Oregon Life & Health Insurance.

>    Successful management, planning, and prioritization of multiple projects and assignments.

>    Strong interpersonal and communication skills coupled with sound business judgement.

>    Proficient working knowledge of IBM based operating software and hardware.

>    Goal oriented, team player, and willing to make sacrifices for the betterment of the Company.

**Work Experience**

**August 2012- present**

The Standard Insurance – Portland, Oregon – *Customer Services Specialist*

>    Build rapport; find solutions, show empathy and passion toward clients’ needs.

>    Manage high volume of incoming calls while also completing various written tasks.

>    Thrive in a team atmosphere- allow work load to dictate which tasks to prioritize.

**December 2008-2012**

OnPoint Community Credit Union – Portland, Oregon – *Investment Services Specialist*

**>** Managereferrals, training, scheduling, and seminars for investment services.

**>** Build rapportwith OnPoint members to find solutions for their goals.

**>** Work with Financial Advisors to help ensure their success as advising members.

**>** Educate colleagues regarding referrals of qualified members to investment services.

**May 2005- 2008**

Washington Mutual Bank – Portland, Oregon – *Licensed Personal Financial Representative*

>    Prospect, build rapport, recommend, and manage investment and bank products for clients.

>    Work closely with Financial Consultant to help achieve goals on a month to month basis.

>    Analyze needs and recommend solutions based on timeframes and risk tolerance.

>    Ranked sixth for top traders through September 2007 in region 18.

>    Built book of business to over one million in assets under management.

**April 2004-2005**

First Investors – Beaverton, Oregon – *Financial Representative*

>    Prospect, build trust, and advise clients on how to achieve their financial goals.

> Retirement, estate, and college planning.

>    Manage investments i.e., re-balance portfolios and re-assess goals/needs over time.

>    Attained Series 6, 63, and state of Oregon Life & Health licenses.

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**Education and Training**

>    Southern Oregon University, Ashland Oregon – Bachelor of Arts (what subject?)

>    Language immersion study at Universidad de Oviedo, España.

>    Marketing internship at Weisinger’s of Ashland focusing on advertising and promotions.

> Series 6, 63, and Oregon Life and Health.

**Internship**

**2003**

Weisinger’s of Ashland Vineyard and Winery, Ashland, Oregon – *Marketing Intern*

>    Promote Weisinger’s special events: i.e. Grape Stomp & Harvest Fest, Warehouse Sale.

>    Research what advertising mediums would help stimulate growth and sales.

>    Coordinate the advertising/marketing message to promote the image of Weisinger’s.

>    Study Wine industry target market(s) to increase effectiveness of future promotions.

**Outside Interests**

     Surfing

     Reading

     Dinner Parties

     Basketball

     Stand-up Comedy

     Biking

     Hiking

Camping

     Travel

X-country skiing

     Snowboarding

*References available upon request*