|  |  |
| --- | --- |
| Timur A Blinder | Staten Island, NY, 10312, US • linkedin.com/in/tommy-blinder-95388b44  tommyblinder@yahoo.com • (917) 805-3728 |

Sales Director

*Strategic Planning & Analysis / Sales Operations / Revenue Optimisation*

*Sales Management / Team Leadership & Coaching*

Accomplished and growth-focused executive with progressive career in sales, business development, and banking operations. Repeated success developing and executing strategic business plans, credited with expanding markets and boosting revenues. Demonstrated success driving multi-million dollar revenue growth, while providing leadership in highly competitive markets. Solid track record securing key clients and growing market share. Adept at exploring new business opportunities around previously untapped resources. Tenacious in building new business, securing customer loyalty, and forging strong relationships with key business partners. Exceptional mentor and coach; combine business acumen with innate leadership abilities to build sales teams.

Areas of Expertise:

|  |  |
| --- | --- |
| * New Business Development * Market Trends Analysis * Customer Service Excellence * Process Improvement * Contract Negotiations | * Project Management * Business Management * Sales Development * Training & Development Initiatives * Motivational Team Leadership |

Professional Experience

Biz2credit, Inc. – New York, NY

**Sales Director** (2017 to Present)

*Provide executive-level leadership with full accountability for leading day-to-day operations, ensuring attainment of set business objectives.*

Manage all significant challenges associated with team leadership, revenue growth, customer success, and contract negotiation. Recruit train, and develop a results-driven team of 46 employees, achieving daily assigned targets. Enhance employees’ technical and operational capabilities by delivering sales training to meet individual needs. Envision and implement sales strategies to drive revenue growth and increase profitability. Plan, design, and execute business credit related activities for team of 16 case managers and two call centers. Apply problem resolution skills to resolve sales, clients, underwriting, and operational issues.

***Selected Contributions:***

* Met and exceeded targets of $30M in total monthly funding
* Structured, negotiated, and secured competitive deals related to larger tickets with the support of underwriting management.

Citibank, N.A – New York, NY

**Small Business Sales Coach/Market Team Leader** (2013 to 2017)

*Contributed to the development and execution of sales best practices, procedures, and management routines for small business segment, consisting of 120 retail branches.*

Established and maintained robust relationship with key area and division leadership with a keen focus on elevating small business sales. Recruited, trained, and developed a team of personal bankers for small business segment, product, and services, driving set business objectives.

***Selected Contributions:***

* Drove significant improvement in monthly credit applications intake from 75 to 140 as well as total monthly funding from $2.75M to $4M.
* Designed and executed marketing and sales campaigns to enhance client retention and acquisition.

Capital One Bank Brooklyn & Staten Island Market – Brooklyn, NY

**Branch Business Manager/AVP** (2012 to 2013)

*Surpassed monthly sales and revenue targets through accurate identification of customer needs.*

Delivered active functional support in audit process for attainment of regulatory compliance. Defined and met branch KPIs to ensure company success. Uncovered new revenue streams by creating strategic relationships with CPA's, attorneys, client channel, and networking groups. Identified and resolved complex business issues by recommending appropriate actions for improvement. Trained and coached relationship bankers in accomplishing small business goals.

***Selected Contributions:***

* Recruited, trained, and developed a high-achieving team of business tellers that elevated product referrals by 50 additional referrals weekly.
* Uncovered new business opportunities up to 30% by creating business relationships.

HSBC Bank USA – Brooklyn, NY

**Business Specialist/Relationship Manager** (2011 to 2012)

*Marketed banks products and services to clients to explore new business opportunities.*

Held key accountability for the proper qualification and structuring on all commercial loans. Established and maintained robust relationships with key clients, stakeholders, and senior management. Oversaw portfolio of 150 existing business customers.

***Selected Contributions:***

* Drove significant growth in business account intake from average of 20 accounts to 65 accounts in the first 3 months.
* Aided with positive audit passing by remediating existing account relationships.
* Successfully surpassed business credit applications intake from 10 to 30 applications a month.

JP Morgan Chase – Brooklyn, NY

**Personal Licensed Banker/Business Champion** (2007 to 2011)

*Managed the on-boarding of new customers, while coordinating events/seminars for new business development, and bank at work program.*

Maintained effective co-ordination with retail partners to understand personal and small business needs. Updated business banking customers about commercial lending, cash management, and human resource solutions. Expanded client base by mitigating issues and delivering exceptional customer service.

***Selected Contributions:***

* Honored with multiple awards for outstanding performance.
* Surpassed all revenue generated goals by implementing effective strategies.

*Additional experience as Insurance Agent with New York Life Insurance Co.*

Education and Credentials

**John Dewey H.S diploma**

Excellence in computer software: Microsoft Windows 97-2000XP, Word, Internet Explorer

Other Information

Achieved awards: Career & Shared Success, Life Producer, and Agency Growth

Professional Licenses: Series 6, 63 Securities, Insurance- Life, Health