Timur (Tommy) A Blinder

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**Professional Summary**

Qualifications Summary: Performance-driven and self-motivated with a proven track record of producing quality results in a rapidly changing environment. Adaptable and forward-thinking Sales Director methodical about capturing every business development opportunity with multi-pronged approaches. Focused on continuous improvement of sales numbers through strategic management of teams and monitoring of market trends. Skillfully build connections and remove roadblocks by leveraging finance industry expertise. Results-driven sales performer with solid history of success in bringing in new customers, managing revenue streams and maintaining solid account relationships.

**Skills**

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| * Sales training and leadership * Business networking * Business development and planning * Staff Management * Goals and performance * Sales strategy * Sales expertise | * Sales funnel development * Pipeline development * Public speaking * Employee guidance * Sales forecasting * Territory Management * Quality assurance understanding |

**Work History**

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| 03/2017 to Current | Sales Director  Biz2credit, Inc – New York, NY   * Design business credit related activities for team of 16 case managers and two call centers. * Direct sales initiatives, create and implement sales training programs to drive continual revenue growth. * Develop, coach and led team of 46 employees, holding them accountable for their daily activities and conduct their performance reviews * Actively manage daily pipeline and individual targets with aim to ensure case managers meet their sales objectives * Drive team to accomplish and exceed targets of $30MM in total monthly funding * Manage issue resolution/escalation process between sales, clients, underwriting and operations * Personally, negotiate all larger tickets with underwriting management with aim to secure competitive deals. |

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| 10/2013 to 03/2017 | Small Business Sales Coach/Market Team Leader  Citibank, N.A – New York, NY   * Developed and implemented sales management routines, sales practices and protocols for Small Business Segment that is managed through Branch network which consists of 120 retail branches * Partnered with Area and Division leadership to drive Small Business sales through Branch Managers and Personal Bankers/designated Business Specialists. * Provided expert support to Area Directors, Branch network and Clients on Small Business segment, products and services. * Facilitated training, coaching, overall leadership and oversight to Personal Bankers for Small Business segment, product and services to achieve production goals, cross sell and client satisfaction. * Engaged with Branch Management, Marketing, and National Sales to enhance client experience and to implement marketing and sales campaigns to increase Client acquisition and aid retention. |

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| 06/2012 to 10/2013 | Branch Business Manager/AVP  Capital One Bank Brooklyn & Staten Island Market – Brooklyn, NY   * Managed and coached Relationship Bankers in covered 12 branch market to achieve all Small Business goals including prospecting, cross selling and developing opportunities * Worked existing book of Business Customers to capture entire relationship, improve retention, increase deposit balances and increase branch revenue growth. * Consistently exceeded monthly sales and revenue driving goals * Developed and maintained strategic relationships with CPA's, Attorneys, Client channel, and Networking groups. * Partnered with Branch Managers to assist with audits as well as meeting branch KPI goals * Solved business customer problems as part of sales process and relationship deepening * Finished 2012 as number 1 new hire in New York Region. |

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| 01/2011 to 06/2012 | Business Specialist/Relationship Manager  HSBC Bank USA – Brooklyn, NY   * Strategically build and maintain profitable business relationships * Develop and in-depth understand the dynamics of the business and the major clients with the aim of identifying appropriate marketing opportunities * Responsible for the proper qualification, structuring on all commercial loans * Managed portfolio of 150 existing business customers * Demonstrated success record in building, managing and expanding long-term client relationships, overcoming objections and securing competitive deals * Identify and exploit revenue opportunities (credit or otherwise) from assigned clients by marketing bank's products and services |

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| 07/2007 to 01/2011 | Personal Licensed Banker/Business Champion  JP Morgan Chase – Brooklyn, NY   * Provide successful on-boarding of new customers, both personal and business, assessing their needs, recommending suitable products and following protocol * Coordinate events/seminars for new business development and bank at work program * Responsible for acquisition, while retaining and expending existing Chase client relationships within local community * Collaborate with retail partners to understand personal and small business needs * Provide business banking customers with commercial lending, cash management, and human resource solutions * Assisting management in meeting quarterly goals by concentrating on funding, and constantly identifying new cross-sell opportunities * Consistently achieved and exceeded all revenue generated goals * Received numerous awards for outstanding performance. |

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| 07/2005 to 06/2007 | Insurance Agent  New York Life Insurance Co – New York, NY   * Responsible for direct sales of insurance and fixed annuities to business owners and individual clients * Seek out new clients and develop clientele by networking to find new customers and generate lists of prospective clients * Prepared and analyzed various financial reports * Completed NYLIC University career development program * Developed marketing strategies to compete with other individuals and companies who sell insurance * Interviewed prospective clients to obtain data about their financial situation, resources and needs to properly recommend appropriate product. |

**Education**

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|  | High School Diploma  John Dewey HS - Brooklyn, NY  Career Skills: Fully trained in credit, trade and cash management products. Excellence in computer software: Microsoft Windows 97-2000XP, Word, Internet Explorer |

**Additional Information**

* Achieved awards: Career & Shared Success, Life Producer, and Agency Growth
* Professional Licenses: Series 6, 63 Securities, Insurance- Life, Health