**Michael Robinson**

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**Leading Business Management & Sales**

A performance-driven, insightful professional with a proven ability to achieve and exceed all business development and revenue-generation goals in high-pressure environments. Relationship development expertise that complements the ability to aggressively build and establish a solid client base.  Unwavering commitment with the ability to build productive relationships and resolve complex issues. Poised and competent with demonstrated ability to overachieve. Proven leadership and team-building skills coupled with the ability to direct strong teams in managing relationships. Effective communicator with all levels of management.

**Key Strengths**

Team building and Leadership | |401k/FSA |PEO/Payroll/HR |Compliance |Salesforce |Business Management

Business Analysis |Analytical Skills |Computer Technology |Banking & Finance |SAGE Reporting

Negotiation Skills |QuickBooks |Business Banking |Microsoft Office Suite | Balance Sheet Experience

**Experience**

**FISERV, New Jersey 2019 - Present**

## Business Consultant

Successfully promotes business to business environment (B2B), as well as leveraging Fiserv/ Santander Bank relationships (or micro merchant sales for FD’s various organizations or verticals) to source sales opportunities.

Interacting with prospects at strategic partner branch locations, working with partner representatives to acquire leads and promote First Data solutions, and leveraging co-branded marketing collateral in the partner’s geographical footprint to source new opportunities including experience in the following areas:

* Technologically savvy and experienced with tablet and cloud-based solutions and able to apply technology to help grow small businesses.
* Ability to develop a plan to effectively build pipeline and generate top line revenue growth.
* Generates leads in the business to business environment (B2B), which may be complemented by referrals obtained from working relationships built and developed along with the First Data seventeen assigned Santander bank partnerships and other referral sources, both large and small.
* Strong cold-calling skills and ability to self-source leads.
* Ability to develop a plan to effectively build pipeline and generate top line revenue growth.
* Builds and develops a sold COI (Center of Influence) through various partnerships.
* Works with underwriting to approve First Data’s/Fiserv’s cash advance programs.

**Benefitmall**  **New York, NY 2015 - 2018**

## National Account Manager

Promoted the sale of BenefitMall payroll/PEO outsourcing services along with related high-volume solutions and medium sized business in a defined geographic territory.

Developed and maintained referral relationships with accounting professionals, clients, strategic partners, and networking groups.

* Sold and established new accounts and servicing existing clients through a well-planned daily, weekly, and quarterly business plan.
* Sold BenefitMall’s payroll and ancillary services through a tailored and consultative presentation directed toward individuals and groups while responding to questions and influencing results.
* Consistently maintained sales volumes, product mixes and selling prices by keeping current with supply and demand and changing market trends.
* Successfully met self and company sales targets by 100% between 2016 and 2017.
* Increased territory client base by 60% for 2017 by being actively involved in marketing and sales promotions.
* Built and maintained a book of business of more than 200 clients accounting for more than $5.5 million in revenue with playing a key role in achieving $1.5 million in sales, client engagements and 75% overall vertical growth in 2017.

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**PAYCHEX, Norwalk, CT 2014 – 2015**

## Retirement 401(K)/S125 Plan Sales Representative

Presented retirement plan and flexible spending account products and services of Paychex to final decision makers and end users within the prospect universe for the purpose of closing new sales.

* Identified potential 401k conversions and rollover clients of the target base.
* Identified and built relationships with retirement plan-focused investment advisors and accountants.
* Knowledgeable of IRS and ERISA regulations.
* Expert-level knowledge of the retirement plan industry, design, and profit-sharing products.
* Knowledgeable in Open-Architecture, Fixed fund, Guided Choice, Open Fund Select and Safe Harbor retirement plans.
* Developed and implemented an aggressive sales campaign by gathering market trends which resulted in an increase in market quota.
* Increased territory client base by 60% for 2017 by being actively involved in marketing and sales promotions.

**PNC BANK Somerset, NJ 2008 – 2014**

## Senior Business Banker

Provided Financial Services and Risk Management to businesses.

* Increased Treasury Management branch goals via Business to Business sales. Met with decision makers to leverage Bank products and services.
* Experienced and knowledgeable with FHA, VA, FHLMC, FNMA guidelines and Regulation C & D experience.
* Knowledgeable in Balance Sheet review.
* Strong probing, communication, analytical, problem solving and decision-making skills to effectively uncover and resolve complex customer and employee issues.
* Winner of Merchant Services award campaign for achieving highest volume of new Business accounts.
* Experienced and knowledgeable with FHA, VA, FHLMC and FNMA guidelines.

**Additional Relevant Experience**

**Wells Fargo Bank,** **Riverdale, NY**

**Personal Banker**

Provided information regarding retirement planning, investment education, college funding and basic personal finance.

* Administered and effectively communicated with Plan Sponsors, Third Party Administrators and Legal Advisors regarding technical and operational issues on 401(k) Plan, 403(b) Plans, IRAs, Profit Sharing, Tax Sheltered, Supplemental Benefit Plans and Money Purchase Plans.
* Reviewed client investment performance and allocations and assisted with compliance issues.
* Knowledgeable of IRS, DOL and ERISA Regulations.
* Knowledgeable in LM Software and outsourced services.
* Winner of Merchant Services award campaign for achieving highest volume of new Business accounts.
* Experienced and knowledgeable with FHA, VA, FHLMC and FNMA guidelines.

**Education**

**Pace University** | New York, NY

**Communications**

Masterex Technologies Inc. - East Windsor, NJ

Business Analyst Training

**Community Involvement**

Treasurer - Cathedral Community Development Corp. Perth Amboy, NJ