

# MICAH DISNEY

## EDUCATION

Oklahoma Wesleyan University (2005-2009)  
Bachelor of Science in Communication Arts  
Minor: Management and Leadership  
GPA: 3.1 on 4.0 scale

## SKILLS

- New business development
- Team leadership & training
- Loan underwriting
- Public speaking
- Persuasive communication
- Research and Analysis
- Fiscal management
- Sales growth planning & strategy
- Negotiation
- Microsoft Office Suite (Word, Excel, PowerPoint, Outlook)
- Security management

## EXPERIENCE

### Finance & Loan Processing

Store Manager, EZCORP, Round Rock TX, 2009-2011

- Promoted to lead and revive struggling store after two months of employment.
- Lead 31% growth in profit over previous year in the first 10 months of position.
- Lead 47% growth in profit over previous year during second year in position.
- Streamlined operations, tracked and exceeded financial goals, managed growth and default.
- Other duties: underwriting, collections, fiscal management, audits, store marketing, staff training, compliance with policies and procedures.

### Sales & Marketing

Senior Marketing Coordinator, Energy One, Austin TX, 2012-2013

- Strategically selected eligible homes for energy-efficient replacement windows for trademarked program "Flipside Marketing."
- Educated homeowners on Energy One and program requirements and secured appointments with qualified prospects for further explanation and demonstration of product.
- Promoted to senior marketing coordinator position, which involved training and leading marketing coordinators.

### Military Service

Intelligence Analyst, U.S. Army, Fort Carson CO, 2013-Present

- Intelligence analyst and personnel security manager for over 450 soldiers in aviation organization.
- Manage battalion security clearances, operational security, and intelligence oversight while stewarding security awareness.
- Craft intelligence reports to drive decision-making for battalion command team.