

# JASON A. LEE

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## PROFESSIONAL SUMMARY

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Experienced Leader| Results Driven Sales Professional| Accomplished Account Manager

## SKILLS

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- Training and Supervision
- Tech Support
- Account Management
- Project Management
- Risk management processes and analysis
- Leadership
- Strong verbal communication
- Proficiency with CRM systems

## WORK HISTORY

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JANUARY 2018-JULY 2018

*Licensed Sales Agent HC Fast |*

- Sales role including client support and customer retention
- Developed and maintained long-term relationships with policyholders and small business entities
- Discovered prospects' needs and requirements

JANUARY 2017-DECEMBER 2017

*Business Development Team Lead SteadyServ Technologies |*

- Included supervising business development reps in a software call center environment
- Developed new process for employee evaluation which resulted in marked performance improvements

MARCH 2016-DECEMBER 2016

*Dealer Service Specialist II Automotive Finance Corporation |*

- Account management including risk mitigation, collections, and business development
- Entered details such as payments, account information and call logs into the computer system

APRIL 2014-JUNE 2015

*Account Manager CNAC |*

- Portfolio management including collections, recovery and skip tracing
- Contacted customers as soon as issues arose to immediately find resolution before the problems escalated

JUNE 2010-DECEMBER 2013

*Dealer Development Representative NextGear Capital |*

- Business development including financial negotiation, customer retention, and new business acquisition
- Maintained an extensive knowledge of competitors, their offerings and their presence in assigned territory
- Researched and customized service proposals for clients

JANUARY 2007-APRIL 2010

*Corporate Sales Trainer Den-Mat Holdings LLC |*

- Performed corporate wide training
- Developed and led group training courses to align with corporate sales and service goals
- Organized company files and creating support system to decrease workload and increase productivity of account managers

## ACCOMPLISHMENTS

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- Achieved top 5% sales success while at HC Fast
- Designed a intensive sales training curriculum while at Den-Mat Holdings
- Managed a 200 clients portfolio to top 10% lowest delinquency while at CNAC
- Highest producing business development rep for over two years while at NextGear Capital
- Promoted to Team Lead while at SteadyServ Technologies

## EDUCATION

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*Biology*

Indiana University Bloomington, Bloomington, IN