## Terry D. Lovely

4637 Commonwealth Dr.

Indianapolis, IN 46220

(317) 514-1889

[tlovely2@comcast.net](mailto:tlovely2@comcast.net)

Business Relationship Professional with proven track record of creating and developing sales across a broad variety of industries. Instills corporate vision of operational excellence, leading company and teams, gaining the trust and satisfaction of customers. Aggressively identify opportunities, develop focus and provide tactical business solutions. Outstanding prospecting skills, and highly successful in identifying and securing growth opportunities. Demonstrated ability to consistently achieve and exceed performance goals.

### Experience

**Volt Workforce Solution Indianapolis, IN**

**Business Development Manager 5/13- Present**

* Develop and qualify leads through both company-led marketing efforts and self-initiated territory/account activities
* Develop a strong understanding of clients’ organizational structures and build relationships throughout scientific, engineering, accounting/finance, and executive level
* Uncover client needs and become the focal point for providing collective solutions and expertise to clients, while building Volt’s differentiating advantages
* Lead and participant in customer support efforts to build strong customer loyalty
* Maintains frequent and consistent contact with existing clients while continually expanding customer base through traditional sales and marketing activities
* Demonstrate success in business development, negotiation, communication and problem-solving as well as account management
* Works closely with technical and professional staff to ensure accurate and timely delivery of services to clients
* Create and maintain a business plan utilizing CRM
* Coach inside staff to help refine messaging and develop their sales skills and comfort with the selling process
* Meet and/or exceed all minimum requirements for weekly appointment activity and revenue growth

**Accomplishments**

1st BDM to establish new accounting/finance business with Big 4 Accounting Firms

Leveraged high level contacts and relationships to bring in more than 3 million dollars in new business for the company

Landed and managed several large contracts at OneAmerica, Echo Engineering, Heartland Automotive, Bryton Corporation, Crown Equipment Corporation, Force Communications, Springleaf Financial, Nestle, Fuji Component Parts, Juno Electric, KPMG, Schneider Electric, Remy International and Specialized Medical Services

**LA Fitness Indianapolis, IN**

**Weekend General Manager 9/11- 5/13**

* Responsible for the sales production and professional development of sales counselors
* Develop sales strategy for sales staff while providing appropriate training and development
* Successfully partnered with the Personal Training Director to deepen member relationships
* Educate and train members on proper fitness techniques
* Ensure that our members receive exceptional service from a happy, friendly staff in a clean and well-maintained facility
* Maintain consistent improvement of operations of the club through effective planning, implementation, use and exercise of independent judgment and discretion in determining how to best maximize profits, contain costs, and direct and hold club employees accountable
* Coordinate with Corporate Office to ensure that company standards, policies and procedures are upheld

**Accomplishments**

Implemented Corporate Wellness program with the City of Indianapolis as well as other local major organizations and municipalities

**Alliance Capital Recovery, Inc. Indianapolis, IN**

**Client Management Specialist 3/07- 8/11**

* Utilized detailed client research and database skills to accurately identify high dollar opportunities, which resulted in attracting new clients with revenue increase of 30% over the previous year
* Focused on methodology and technical knowledge in collaboration with various recovery agencies and internet partners to successfully identify potential clients
* Created opportunities through utilizing advanced cold calling skills in contacting and closing potential clients**,** resulting in a close rate of over 60%, which resulted in over $50k profit in first 3 months
* Leveraged detailed and analytical skills to accurately assure processing of both electronic and paper claims with appropriate Government Offices

**Key Bank (KeyCorp) Zionsville, IN**

**Relationship Manager 11/05- 2/07**

* Utilized Key’s client management system to expand new and existing client relationships to successfully grow the branch’s business
* Analyzed personal and financial statements to explore client’s current financial needs and cultivate profitable client relationships
* Contacted Business Banking clients to gain understanding of business needs and requirements to promote and cross-sell appropriate financial products and services to potential clients
* Actively participated in community organizations to source business developmentopportunities

**Mortgage Capital Investments, Inc. Indianapolis, IN**

**Sales/Training 9/02- 11/05**

* Trained 20+ unlicensed brokers in the cycle of the loan process, from application to closing
* Directed sales meetings to focus on overcoming client objections and closing sales successfully, resulting in improved team performance and increased sales
* Created a market presence for startup Mortgage Broker in a competitive industry

### Analyzed loan packages and recommended most viable loan programs

* Originated all forms of mortgage loans, including FHA, VA, Conventional and Non-conforming loans

### Sun Mortgage Company Indianapolis, IN

#### **Mortgage Consultant 9/99- 9/02**

* Originated all forms of mortgage loans, including FHA, VA, Conventional and Non-Conforming loans
* Partnered with over 100 lenders and other affiliated companies (escrow, appraisers, account execs, realtors and non-for-profit organizations) in order to satisfy conditions of funding loans
* Generated leads through networking opportunities with Realtors, Builders, financial institutions, as well as referrals from past clients

**Accomplishments**

Received “Rookie of the Year” award for 2000

Sales volume exceeded over $3.5 million within 1st year

**Education**

Indiana University, School of Liberal Arts

Indianapolis, IN

Bachelor of Arts in Economics

Minor in Business Management

**Organizations/Affiliations**

Member of Phi Beta Sigma Fraternity, Inc.

Volunteer 7th/8th grade football coach at Park Tudor School

Volunteer driver in the Transportation Ministry at Eastern Star Church

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September 26, 2014

Dear *Human Resources Manager*,

This letter is to express my interest in discussing the open opportunity within your organization. In the past 18+ years, I have had extensive experience in a broad range of professional as well as management positions and would welcome the opportunity to add value to your organization’s bottom line.

You will find me to be well spoken, energetic, confident, and personable, the type of person on whom your customers will rely. I also have a wide breadth of experience of the type that gives you the versatility to place me in a number of contexts with confidence that the level of excellence you expect will be met. Please see my resume for additional information on my experience. Some of my key strengths include:

* The ability to enter new environments and begin to produce immediate clear-cut results with diverse project management skills that are easily transported between different industries and working environments.
* Proven ability to successfully analyze and capture an organization’s critical business requirements and provide innovative and cost-effective services and solutions.
* Demonstrated capacity to assemble, mobilize and inspire cross-functional teams in rapid design, deployment and implementation of advanced business strategies and successful sales solutions.
* Excellent organizational, interpersonal and communication skills with the flexibility and experience required to adjust to rapidly changing schedules and shifting priorities.

My analytical skills and practical knowledge are well suited to the goals of your company. I hope that you will find my experience and interests intriguing enough to warrant a face-to-face meeting, as I am confident that I could provide value to you and your customers as a member of the team. Please feel free to contact me directly at any time at (317)514-1889. Thank you for your consideration.

Sincerely,

Terry D. Lovely