Jeff White (801)427-8340

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***Career Objective***

With a successful background in negotiating transactions and managing client relations, I’m looking to continue a career in relationship and client account management, utilizing my skills gained in evaluating, negotiating, directing, risk assessment and strategically consulting.

***Achievements***

* Experienced in developing and managing relationships with c-level executives towards finance negotiations.
* Experienced in assessing risk, negotiating and preparing proposals with key decision makers and overseeing completion of projects that have led to increased client retention and repeat business.
* Experienced in strategically planning and advising companies on cost related finance structures to satisfy both company and client requirements.
* Negotiated, originated and managed large client portfolios.

**VFI Corporate Finance**  *Associate Advisory Group* *2014*-*2015*

* Active role developing and engaging client relationships for perspective finance transactions.
* Negotiate proposal terms and advise structures with C-level and vendors towards capital expenditures and other project financing requirements.
* Analyze client finance needs and requirements allowing for proposal solution recommendations to key decision makers to achieve both client and company objectives.
* Evaluate risk and assets to help determine formal term-sheet offers that best fits client’s needs.

**Pacific Western Bancorp** *Relationship Manager 2010-2013*

* Responsible for developing and maintaining client and partner relationships with companies across the country.
* Experienced in qualifying transactions to meet company goals and improve loss prevention.
* Responsible for negotiating with key managers and overseeing complex finance project completion.
* Managed and maintained portfolios as well as originated high gross margin contracts.
* Responsible for analyzing, evaluating risk and quoting formal term-sheet proposal offers.

**Mazuma Capital** **Corp**   *Account Executive 2006-2010*

* Responsible for engaging and negotiating with C-level decision makers in structuring and securing financing.
* Experienced in underwriting and other due diligence objectives and research.
* Experienced in evaluating risk and credit for underwriting worthiness.

**Education**

Weber St. University. B.S. Sales and Service Technology 2015