

Thomas A. Heaton, III

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Profile Summary

- Finance, sales, acquisition, and portfolio management
 - Excellent interpersonal and analytical skills
 - Highly competitive environments where product differentiation is challenging
 - Internally, a motivator and coach with strong team-building experience
 - Client service is highly consultative and people-driven
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Employment

North American Mission Board, Alpharetta, GA

2002-2006

Regional Finance Coordinator

2011-present

Private equity fund coordination involving account management, analysis, lending, and acquisition

ACCOUNT MANAGEMENT

- Strategic marketing designed to drive market awareness and increase key spheres of influence.
- Client-centric approach toward retention and increasing ROI

ANALYSIS

- Loan portfolio analysis including comprehensive underwriting, renewing loan notes and developing workout strategies for non-performing assets

LENDING

- Administer loans where appropriate as part of corporate investment strategy
- Manage lengthy sales cycles from preliminary financial reviews to funding and beyond

ACQUISITION

- Select real estate for purchase involving a variety of due diligence applications to ensure sound investment

Injoy Stewardship Services, Suwanee, GA

2009-2011

Business Development

- Managed marketing list in south and Midwest.
- Generate sales in the form of consulting agreements
- Develop and execute marketing strategy using cross-channel technology

BB&T, Alpharetta, GA

2006-2009

Commercial Loan Officer

- Managed loan portfolio and responsible for new loan production as well as a comprehensive approach to financial services.
- Analyzed financial statements and pertinent information to determine creditworthiness of prospective and existing clients.
- Business development in all shapes and forms
- Achieved top 10% recognition from senior bank leadership.

Education	Master of Business Administration	<i>2001</i>
	<i>Georgia State University, Atlanta, GA</i>	
	Bachelor of Arts in History	<i>1995</i>
	<i>University of Georgia, Athens, GA</i>	