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**PROFESSIONAL MANAGEMENT**

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**QUALIFICATION SUMMARY**

Experience Matters ! Directly responsible for short term tactical operations at ABC Financial. Directly responsible for long term strategic performance of sales, financial, and administrative functions for ABC Packaging. Supervised salary, commission, and hourly employees. Ability to prioritize business problems and develop viable solutions. The commitment to say what I'll do and do what I say.

- \* Human Resource and Employee Recruitment.
- \* Clear, Oral, and Written Skills, Consistent Communication.
- \* Honorable Discharge, United States Air Force, Medical Unit.
- \* Experience Negotiating Vendor Relationships.
- \* Calm, Effective Leadership.
- \* Leadership, Resolve Client Conflicts.
- \* Leadership, Resolve People Problems.
- \* Talent to Generate Creative Ideas.

**ACCOMPLISHMENTS****Business Development**

2011- Present

- Promoted the startup Business Video Corporation.
- Negotiated the sale of a commercial building at 26th & Blake in lower downtown Denver.
- Investments primarily in energy companies.

**ABC Financial Corporation**

2000-2010

Originated a value proposition to provide commercial financing for business owners and their sales team. Marketed equipment dealers, manufacturers, wholesale distributors, retailers, and service professionals.

- Solid negotiating skills with 28 funding sources, who were rural banks, industry specific lenders, and investor lines of credit. Each lender had to clearly understand clients source of repayment.
- Averaged 48 financing agreements per year. Structured with large down payments and encumbrance of other assets. Financing was priced with a risk premium and a cash flow analysis.
- Strong people skills to inform a sales person and their customers, financing for the purchase was declined but we hoped to gain their business for future transactions.
- Average transaction size was \$40,000 and sales were \$2,400,000 per year.

**ABC Packaging Corporation**

1979 - 1999

ABC was a startup selling shipping boxes to wholesale distributors in a wide range of industries.

- Managed a sales team that developed a client base of over 400 active accounts.
- Managed an explosive increase in sales. We gained a considerable number of new customers while retaining existing clients. Sales averaged \$85,000 p/month, servicing 150 clients p/month.
- The product line expanded from just boxes to include 35 packaging supply items..
- ABC Distribution sold supply items in less than truckload lots to smaller market distributors.
- ABC Pallet, specialized in solid deck shipping pallets for boxed and bagged product.
- Leadership of 21 people that included salary, commissioned, and hourly employees.
- Coordinated management, sales, production, warehouse, delivery and administration functions.
- Negotiated the purchase and managed a 44,000 sq. foot warehouse facility.
- Controlled a massive loss when a fire started in another unit of the building where we leased.

**Personal Strengths**

- Treat people with respect, enjoy the interaction, and listen to their personal story.
- Interests include competitive tennis, pickleball, and hiking new trails within 2 hours of Denver.
- Graduated from University of Oklahoma with a business degree in marketing and finance.
- Committed to continuous learning and adapt well to challenges in a new system.
- Have the experience to arbitrate business problems, solve people issues, and customer conflicts.