

[OBJECTIVE]

Continually be on the cutting edge of the newest approaches. Offer customer relationships the ultimate in marketing and service.

[EMPLOYMENT HISTORY]

Silverleaf Resorts, Inc.

Sales Manager / T.O. Vacation Ownership (Conroe, TX) 1/98 - 8/01; 2008-Current

- Managed and supervised sales team and monitored financing for properties sold
- Supervised 40 + sales persons as part of management team
- Trained sales staff
- Directed account team in maintaining accounts as well as obtaining new accounts to assure business activity remained active and viable for the company
- Worked in Member Services to handle all upgrades and customer service issues with property owners
- Coordinated dinner parties to meet owners for upgrade orders
- Top sales representative

CITYSunTimes

Area Manager (Scottsdale, AZ) 5/08 -11/08

- Obtained and managed new advertising accounts
- Work directly with Publisher in the hire of new sales representatives
- Implement new ideas and strategies to boost moral and sales production
- Columnist for monthly food reviews

Allied Home Mortgage Capital / Allied Lenders / Allied Parent Company

Branch Manager Mortgage Banking (Houston, TX) 8/01 - 2/06

- Managed due diligence requirements and governmental mortgage approvals, branch operation
- Trained new employees
- Coordinated and monitored all state and local regulatory compliance approvals
- Interfaced with marketing planning and development of leads
- Negotiated mortgage yield spread points, documents and lender contracts
- Personally responsible for \$2M in monthly volume
- Director of Business Development and Mortgage Originating (Houston, TX) 1/05 - 9/05
- Worked with corporate headquarters as a Director
- Managed development of new lead programs for 680 branches throughout US
- Developed and implemented nationwide sales program for existing branches with the largest credit bureau in the country which enhanced branch production, city recognition, and overall corporate image
- Conducted motivational training seminars on all new products and helped develop sales training manual for all branch managers

Planet Ford

New Car Sales and Finance Associate (Houston, TX) 2/95 - 1/98

- New car sales and finance delivery
- Top sales person for dealership monthly
- Top sales person for Ford in Texas for 1995 and 1996

[EDUCATION]

Associate Degree in Liberal Arts
San Jacinto Junior College (Pasadena, TX)

References Upon Request