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## Debt Settlement

### Sales Representative - Student Loan Consolidation Services

Huntington Beach, CA

#### Work Experience

#### Debt Settlement

**Fast Track Financial** - Irvine, CA

January 2016 to Present

- Debt Consolidation Agent/ New customer enrollment into settlement programs for all unsecured debts. Informing and advising customers on the different options available to them with confidence.
- Daily responsibilities involves handling 6 to 8 calls per day with closing ratios of 20 to 25 percent per month.
- I strive to overachieve my sales goals month in and month out since I began my employment.

#### Sales Representative

**Student Loan Consolidation Services** - Santa Ana, CA

February 2014 to Present

- Student Loan Consolidation Agent/ New customer enrollment and advisor responsible for enrolling new customers into the different loan consolidation programs offered through the Dept. of Education.
- Informing and advising customers on the different options available to them.
- Successfully handled 10 to 15 calls per day with closing ratios of 30 to 35 percent per day.
- Overachieved sales goals month in and month out since I began my employment

#### Sales Representative

**United Credit Solutions** - Irvine, CA

March 2009 to January 2014

- Debt Settlement Agent/new customer relations with excellent customer service.
- Presented and sold different debt programs according to customer's individual needs.
- I successfully handled a high volume of calls in a large call center.

#### Sales Representative

**United Credit Solutions**

2014 to 2014

#### Account executive satellite sales/new customer relations

**Apex Satellite** - Irvine, CA

June 2008 to February 2009

with excellent customer service awards.

- Presented and sold products according to customer's individual needs, providing competitive offers according to recent market trends.
- Cultivated strong business relationships with customers to drive business development.

#### Sales Representative

2008 to 2009

#### Loan Officer

**Indy Mac Bank**

February 2002 to May 2008

new customer relations with excellent closing ratios.

- High volume of sales exceeding profit goals by 112% over 2004-2007 resulting in presidents club.
- Cultivated strong business relationships with customers to drive business development.
- Extensive corporate training on process and production.

#### Sales Manager

**American Home Loans**

November 1998 to February 2002

- Team Lead Loan Officer/Manager for a group of six loan officers.
- Directed recruitment to hire the staff of 6 for sales and administrative duties, setting quotas for sales team and holding weekly meetings for brainstorming and evaluations.
- Over achieved sales goals in every quarter 1999 and 2001.

#### Education

**Education California State University Long Beach**

#### Additional Information

- Team leadership
- Sales management
- Market analysis
- Process improvements
- Customer relations

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