

OBJECTIVE

Seeking a new career challenge in my hometown of Austin Texas with an organization where I can utilize my sales experience and skills discovering motivations while continuing to build upon my career.

PROFESSIONAL EXPERIENCE

HOME DEPOT INTERIORS

01/2019 – Current

Austin, TX
Design Consultant

- Consistently exceed sales quota by 16% or more.
- Manage multiple Home Service Product Specialist's at 4 (four) local The Home Depot stores.
- Navigate the entire Austin metropolitan territory (~ 100-mile radius).
- Successfully manage Salesforce CRM.

AVENTURA DESIGNS & CONSTRUCTION MANAGEMENT

09/2015 – 11/2018

Newport Beach, CA
Residential Redeveloper Project Coordinator

- Served as single point of contact for redevelopment construction projects.
- Managed trade partners and their manufactures to ensure that products met specification targets and company pricing.
- Negotiated purchase and sale contracts.

CLIQUE FUND

01/2012 – 09/2015

Irvine, CA
Hedge Fund Trader

- Successfully traded proprietary accounts within predetermined risk control metrics.
- Buy/sell Puts and Calls in opposition to limit risk and maximize profits.
- Follow politics, weather, and social media in order to search for catalysts that may influence the market and change an industries movement.
- Recognized as a top 5 Day Trader in my online community of over 200 professionals.
- Possess a high aptitude for analyzing current trends, predicting future trends, and implementing steps to profit.

FLAGSTAR BANK

07/2006 – 01/2012

Irvine, CA
Senior Loan Officer

- Exceeded sales metrics attaining corporate *Annual Top 20 Producer* (out of 350 +) recognition 5 years in a row (2007–2011).
- Topped revenue goals of \$200,000 by 50% 3 years in a row (2009-2011).
- Exceeded origination of banks higher balance home loans by 34% ranking 5th (out of 350 +).
- Consistently maintained 50 + loans files in process.

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Austin, TX

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EDUCATION

CALIFORNIA STATE UNIVERSITY, LONG BEACH 01/2001 – 08/2006
Long Beach, CA
BS, Business

CANTON HIGH SCHOOL 09/1996 – 06/2000
Canton, MI
Diploma

LICENSES

NATIONWIDE MORTGAGE LICENSING 01/2008 – current
REALTOR, CALIFORNIA DEPARTMENT OF REAL ESTATE 02/2016 – current

VOLUNTEER WORK

USA HOCKEY 12/2018 – current
Travis County, TX
Hockey Coach, National Level One (Mini Mite 5 - 6, Mite 7 - 8 and Squirt 9 - 10).

USA HOCKEY 05/2018 – 11/2018
Orange County, CA
Hockey Coach, National Level One (Mini Mite 5 - 6, Mite 7 - 8 and Squirt 9 - 10)

PROFICIENCIES

- Able to interact with a diverse demographic, quickly adapt to various situations building quality rapport
- Ability to work independently and as part of a team
- Ability to create, maintain schedules and timelines
- Effectively handle multiple priorities
- Knowledgeable in high end residential finishes

References Available Upon Request