

SENIOR ASSOCIATE BUSINESS DEVELOPMENT

Professional Summary

Background includes military service in the United States Marine Corp and the United States Army. A strong formidable leader, that is able to manage individuals as well as large groups. Keys skills include developing strong public relationships and helping others develop winning attitudes on personal levels. Strong problem solving skills, and able to adapt to rapidly changing situations under stressful situations Displays strong work ethics and morals. Creating a great win/win situation with the client and investor or funding source. Following up with clients to ensure satisfaction and answer any questions they may have. Prospecting through referrals and other creative approaches. Setting and achieving targeted contract goals as needed. Have superior knowledge in negotiations to effectively help clients and investors make sound decisions. Contact high profile investors to spark interest in client offerings using investor database, negotiating fees and price offerings between investors and clients. CAR SALES November 2013 Understands automobiles by studying characteristics, capabilities, and features; comparing and contrasting competitive models; inspecting automobiles. Develops buyers by maintaining rapport with previous customers; suggesting trade-ins; meeting prospects at community activities; greeting drop-ins; responding to inquiries; recommending sales campaigns and promotions. Qualifies buyers by understanding buyer's requirements and interests; matching requirements and interests to various models; building rapport. Demonstrates automobiles by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services. Closes sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties, services, and financing; collects payment; delivers automobile. Provides sales management information by completing reports. Updates job knowledge by participating in educational opportunities; reading professional publications. Enhances dealership reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments. Ability to Work Well in a Team Atmosphere Ability to multitask in a fast paced environment Team player that can help others, and learn from others as needed. Strong problem-solving, analytical, and quantitative skills. Good oral and written communication skills, able to express ideas and information in a clear and concise manner. Professional presence to interact with executive management and investors. Ability to balance multiple projects simultaneously with key dates and deadlines. Ability to work effectively with diverse personalities. Resourceful, reliable, get-things-done kind of person. Willing to take responsibility, be held accountable, and really own the position. Possession of Current Valid California Drivers License, insurance, reliable transportation

Core Qualifications

- Client-focused
- Results-oriented
- Quick learner
- Contract negotiation/review/drafting
- File/records maintenance
- Microsoft Office
- Goal-oriented
- Excellent negotiating tactics
- Business negotiation
- Cold Calling
- Sales Force

Experience

Senior Associate Business Development

January 2015 to Current Company Name i¼ City , State

- Working with private hard money lender as a negotiator for real estate contracts, and business development.
- Working with brokers and clients to secure funding for real estate projects both commercial and residential, business acquisitions.
- Build and maintain financial relationships with investors' brokers and funding partners.

CEO

January 2011 to Current Company Name i¼ City , State

- Re-established brokering business after the real estate meltdown as an LLC in the state of Nevada.
- Owner operator in good standing with secretary of state.
- Duties to include but not limited to successfully negotiating large contracts valued in excess of 23 million dollars for clients with investors and or other funding sources.
- I display the following attributes vital to business to business protocol.
- Responding to investor and client leads timely, answering questions, providing information and ideally setting an appointment for meetings and three way calls.
- Following-up with leads to assist them as needed through their funding phase until ready for a financial decision and purchase.

CEO

January 2001 to January 2005 Company Name i¼ City , State

- Infantry soldier, Iraq war veteran.
- Oct, 2008 structured The Lane Organization, LLC under records of the Nevada Secretary of State as a Limited Liability Corporation.
- Main function was brokering real estate notes, annuities, and structured settlements.
- Main skill was to contact high profile investors to spark interests in client offerings using investor databases and points of contact.
- Negotiating fees and price offerings between investors, clients and other interested parties.

Field Radio Operator Communication specialist

January 1983 to January 1987 Company Name i¼ City , State

Education

Associate Degree : Sport Psychology , 2012 National University 1/4 City , State , usa
High School Diploma : 1983 Midfield high School 1/4 City , State , usa
Associate of Arts : Golf Management , 08/2011 PGCC Professional Golfers Career College 1/4 City , State , usa
Professional Golf Management City , State

2011 to present Sport Psychology with audio sound therapy as a side study. Bachelors' degree in progress.

Professional Affiliations

Veterans Administration

Personal Information

Fair play golfer, reading, learning and communicating. I have other interest outside of golf such as horses, traveling and other outdoor activities. Jet skiing, outdoor lunches with spouse, and too many things to want to do with little or no time to do them. Outgoing energetic and fun to be around. In a business setting I am the type to roll up the sleeves and grab the task at hand. Due to my military background I am able to make quick decisive decisions and work under stress. I am currently looking for the next career move in life and will embrace it energetically for the right employer. I am trainable and still strive to learn at least one thing every day.

Interests

Shadow Valley Golf Course: Boise, Idaho - Caddie Services 2009-2010 Ontario Golf Course: Ontario, Oregon - Volunteer course maintenance 2009-2011 Soboba Classic Nation Wide Tour: Volunteer 2009-2010 LPGA Pro Am Kraft Nabisco, Mission Hills Country Club, Pro Am Caddie 2011 Professional Golfers Career College Associates Degree in golf Instruction 2009-2011

Skills

acquisitions, audio, Bachelors, business development, contracts, client, clients, databases, financial, notes, meetings, money, Negotiating, negotiator, Oct, progress, Psychology, real estate, settlements, sound, structured

Additional Information

- MEDALS U.S. Army Good Conduct Medal U.S. Marine Corp Good Conduct Medal National Defense Service Medal U.S. Army Good Conduct Medal U.S. Marine Corp Good Conduct Medal National Defense Service Medal GOLF EXPERIENCE: Shadow Valley Golf Course: Boise, Idaho - Caddie Services 2009-2010 Ontario Golf Course: Ontario, Oregon - Volunteer course maintenance 2009-2011 Soboba Classic Nation Wide Tour: Volunteer 2009-2010 LPGA Pro Am Kraft Nabisco, Mission Hills Country Club, Pro Am Caddie 2011 Professional Golfers Career College Associates Degree in golf Instruction 2009-2011
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