

Jack P. Winnard

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Senior Account Executive • Sales Manager

Specialize in building relationships, qualifying deals, and closing \$200M+ sales in highly competitive market

B2B Sales • Financial Forecasting & Planning • Risk & ROI Assessment

High-level Presentations • Product & Technology Training

CAREER HIGHLIGHTS

American General Financial Services

- Mid-Atlantic Region's Top-Performer with \$18M per month sales revenues for four consecutive years
- Four-time inductee to *American General Club*, reserved for nation's Top-50 account executives
- Twice set nationwide record for producing highest monthly revenues—\$26M & \$28M each month
- Recipient of Corporate Outstanding Performance Award, based on manager's nomination
- Developed sales force of 15 novice account executives to top-sales team in Mid-Atlantic Region

Pin-pointing a customer's needs and delivering exceptional service are my prime motivators...

Hearing the words "I feel like I am your only client" is my biggest compliment

Professional Experience

ACCOUNT EXECUTIVE & BUSINESS OWNER, MD & VA—2008 to 2010

Persevered in maintaining foot-hold during tumultuous economic climate characterized by sequential demise of mortgage finance companies and brokerage firms. Responded to market challenges by sourcing and securing opportunities with finance and merchant-services firms that subsequently downsized or closed.

- Helped launch and operate a small, seasonal, mobile restaurant/catering business that grossed more than \$68,000 over five months. Managed marketing, cash flow and P&L.

American General Financial Services, Baltimore, MD—1998 to 2007

Prior to burst in housing bubble, American General held distinction as one of the top-five non-prime lenders in the country, specializing in origination, purchase, and sale of nonconforming wholesale residential mortgages.

SALES MANAGER (Dec. 2006 to Dec. 2007)

Took over hiring, training, and supervision of team with approximately 15 green account executives, who ultimately achieved top-sales rank for the Mid-Atlantic Region in 2007. Monitored and managed account executives' closing numbers and performed quarterly and spot reviews to help individuals meet monthly dollar-volume quotas. Promoted customer relationship management principles and provided direction in how to handle and resolve issues to maintain customer loyalty.

- Spearheaded and facilitated weekly in-service trainings and helped account executives develop product knowledge and presentation skills by having them present to their peers.
- Conceived, implemented and directed weekly "phone-a-thons" that engaged account executives in uncovering opportunities and securing new accounts in highly competitive and volatile market.
- Boosted monthly loan volume by as much as \$3M.

ACCOUNT EXECUTIVE (Nov. 1998 to Feb. 2006)

Sourced, secured and maintained relationships with 20-30 brokers and large brokerage firms, national lenders and homebuilders in the Metro-Washington, D.C. market. Built customer base through prospecting and cold calling; delivered one-on-one and group presentations on various mortgage products and customized services to meet broker needs. Seamlessly managed aggressive sales cycles that commenced with evaluating, weeding out, selecting and packaging viable deals, to initiating and managing underwriting process for loans valued at \$150-\$180,000.

As senior staff member, helped steer operations and growth of this newly established location from initial three-person office to more than 40 personnel. Partnered with brokers to provide expertise and guidance on various products and processes. Assisted brokerage staff in gaining competitive advantage through utilization of First Franklin's newly launched online product pricing and approval system by delivering hands-on training to staff and associates. Earned reputation as the in-house tech guru for operating the system.

ACCOUNT EXECUTIVE- *Select Achievements*

- Took control of a weak-performing account and within two months produced an eight-fold increase in monthly loans closed, netting \$1.2M in revenues.
- Won lion's share of a dual-location brokerage firm's business and broke a competitor's three-year hold by making numerous sales calls and follow-up visits to win the trust and confidence of the chief broker.
- Established strong local connection with Wells Fargo Financial and served as corporate liaison throughout six-month negotiations that resulted in American General landing national account.

PRIOR EXPERIENCE: Additional five-plus years of account executive experience with JMC Mortgage (1995 to 1998) and Valley Mortgage (1993 to 1995). Two-plus years of real estate appraisal work with LM Appraisals.

Leadership Experience

Church Board of Directors, Columbia, MD—2007 to Present

Lead 11-person board responsible for charting and managing strategic direction of a 110-family parish.

SEARCH COMMITTEE CHAIR

Assembled and led committee responsible for identifying, interviewing and bringing on board new pastor to fill a nine-month vacancy. Helped church members maintain continuity and commitment to the group throughout the search process and beyond by instituting monthly fellowship nights.

CAPITAL CAMPAIGN MANAGER

Planned a six-week campaign aimed at reducing church's debt by soliciting donations from members via personal visits, phone calls and mailings. Currently assembling volunteers from church community to facilitate the campaign and help achieve \$500,000 campaign goal.

Education

BACHELOR OF ARTS, BUSINESS ADMINISTRATION
St. Mary's College of Maryland, St. Mary's City, MD