

Jack Winnard

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Professional Objective & Overview

A sales and marketing position. Over fifteen years of business to business sales to small, medium and large financial institutions focusing on residential mortgages, providing unsurpassed interpersonal and communicational proficiencies, top national sales performance experience, self-motivation, and initiative. Extensive relationship-building with owners and top level management. High level public speaking and customer presentations. Thorough technical and product knowledge. Leverage all accumulated and proven skills into the expanding field of renewable energy.

Skills Profile

New Business Development
Key Account Maintenance
Client Relationship Management
New Product Rollout & Sales
Competitive Product Positioning

Sales Team Management
Sales Team Training
Client Training & Seminars
Business Planning & Forecasting
Time Management & Call Planning

Professional History

Mad Dog's Pig Roast on Wheels, Columbia, MD

August '09 – January '10

Owner/Partner

Provide BBQ style fare to local community, as well as catering services in and around Central Maryland

Bank of America, Glen Burnie, MD

January '09 – July '09

Account Representative

Sold Merchant Services and related products to local merchants surrounding bank-affiliated branches of Bank of America in Central Maryland. Primary source of business through cold calling of merchants to offer lower cost solutions to their credit card processing through consultative, needs-based selling.

National Mortgage & Finance, Alexandria, VA

August '08 – Present

Account Executive

Local lender for government backed residential mortgages offering the local broker community access to FHA loans. Develop business relationships with new clients via needs-driven consultative approach to retail brokers with business ownership and management teams; large group and individual presentations. New clients obtained via in-person and telephone cold calls.

1st Loan Mortgage, Silver Spring, MD

March '08 – August '08

Account Executive

Small correspondent lender in Maryland with conventional, government and non-prime conduits offering the local broker community access to loan products not available through typical wholesale channels. Develop business relationships via needs-driven consultative approach to retail brokers with business ownership and management teams, as well as with client presentations.

American General Financial Services, Baltimore, MD

December '06 – December '07

Sales Manager

American General, one of the top 5 non-prime lenders in the country for the past eight years, originated, purchased, sold and securitized nonconforming wholesale residential mortgages through wholesale account executives and their relationships with a network of over 35,000 mortgage brokers and bankers.

Mortgage Industry Multiple Layoffs - Before

As Sales Manager during the constantly evolving mortgage industry, managed up to 15 account executives to top sales team in Mid Atlantic Region for 2007. Installed guideline and presentation skills training for AE's. Installed weekly phone clinics for AE's to generate additional relationships with brokers, builders and financial institutions, and to uncover opportunities within a wildly changing business landscape.

American General Financial Services, Baltimore, MD

November '98 – February '06

Account Executive

Establish & maintain broker relationships to obtain non-prime loans in Metropolitan Washington market via new client prospecting, as well as referrals. Determine needs through consultative sales approach: building interest, obtaining buying motives, and presenting a strong close. Extensive client presentations on products best suited for the client – both one-on-one and group presentations. Resulted in being number one AE in Mid Atlantic for 2002-2005.

- #1 AE in region with average fundings of \$18 mil per month.
- Highest monthly production nationally twice
- Train and demonstrate on-line loan product approval and pricing system to brokers.
- Four time Franklin Club winner (top 50 AE's nationally)
- Century Club Award winner (100+ first liens closed in one month)
- Outstanding Performer Award winner
- Developed and managed large accounts (national lenders and builders)

Mid-State Mortgage, Waldorf, MD

March '06 – December '06

Area Sales Manager

Establish East Coast Hub for new wholesale lender by introducing Alt-A products to the Maryland broker community; Assist in the hiring of key personnel including Account Executives, Underwriter and Processor; Assist in establishing file flow and protocol. Manage my own broker business via thorough product knowledge, accurate pre-qualifications and pricing, consistent follow-up, along with consistent field visits, direct mail, and e-mail campaigns to new/potential clients.

JMC Mortgage, Linthicum, MD

October '95 – October '98

Account Executive

Establish & maintain broker based business for non-prime loans within Metropolitan Washington, D.C. market.

Valley Mortgage, Baltimore, MD

August '93 – September '95

CLR "Hybrid" Account Executive

Generated COFI loans via brokers and retail origination
Appraised all subject properties generated via retail or wholesale

LM Appraisals, Kensington, MD

May 90' – July '93

Real Estate Appraiser

Licensed appraiser responsible for valuation of residential real estate

BA Business Administration, St. Mary's College of Maryland

References: - Available upon request