

### Summary & Expertise

I am a proven leader, an experienced manager, and an operationally sound administrator with excellent interpersonal skills and team-building abilities who gets results!

I have had the opportunity to grow at multiple companies thanks to my proven leadership abilities, exceptional sales results, and outstanding operational achievements. I have 22+ years of Sales Experience and 22+ years of Management Experience.

- Windows (Outlook, Word, Excel, PowerPoint, Adobe, etc)
  - Employee Development & Management
  - Operational Planning & Implementation
  - Sales Strategies & Training
  - Customer Service & Account Management
  - Inventory & Cash Management
  - Community Outreach
  - Human Resources
  - Marketing
  - Plus, numerous awards for my sales and operational results
- 

### Experience

#### **Turning Point Lending – Real Estate Loan Officer**

April 2024 – Present

Turning Point Lending is a private lender in the Philadelphia PA area that specializes in providing funding for real estate projects across the U.S. As a Loan Officer, I am responsible for finding new clients, building relationships with existing clients, finding funding solutions that fit the needs of the project, actively closing loan deals, and servicing the client during the loan term.

#### **Moser Roofing Solutions – Commercial Roofing Consultant**

October 2023 – April 2024 (7 months)

Moser Roofing Solutions is a commercial roofing company located in Lancaster PA that provides roof installation and repairs to businesses in the northeastern U.S. As a Roofing Consultant, I was responsible for finding new clients, building relationships with existing clients, finding roofing solutions that fit the client's needs, actively closing sales, and overseeing the completion of repairs/installations. I departed to pursue a higher paying sales opportunity.

#### **Eschbach Bus Service – Operations Manager**

December 2021 – October 2023 (1 year 11 months)

Eschbach Bus Service is a transportation company located in central PA that is a contracted School Bus provider for the Penn Manor and Solanco school districts, plus offers Charter Bus services for private rental as well. As the Operations Manager, I had the opportunity to manage multiple areas of the business; including Operations, Human Resources, Fleet Vehicles, Information Technology, Marketing, and Customer Service. I departed to pursue a sales opportunity that included additional incentives.

#### **Nu-Wave Wireless – National Operations & Training Manager**

May 2021 – December 2021 (8 months)

#### **Nu-Wave Wireless – Regional Manager**

June 2011 – April 2021 (9 years 11 months)

### **Nu-Wave Wireless – District Manager**

July 2009 – June 2011 (2 years)

Nu-Wave Wireless was a T-Mobile Premium Retailer that operated T-Mobile Retail Stores in multiple states across the U.S. I was hired as a District Manager to oversee all the Pennsylvania retail stores because I have extensive wireless industry knowledge and proven leadership skills. As the company began to grow and open new locations, I earned the opportunity to advance to the Regional Manager position overseeing the entire retail channel of the company (at that time, our locations were primarily in the northeast region of the U.S.). As the company continued to expand across the U.S., I earned the National Operations & Training Manager position and focused on leading the entire organization across the U.S. operationally. I departed to pursue an operational opportunity after this company was sold.

### **Sprint Nextel Corp – District Manager Trainee**

June 2005 – July 2009 (4 years 2 months)

### **Sprint Nextel Corp – Retail Training Manager**

January 2005 – July 2009 (4 years 7 months)

### **Sprint Nextel Corp – Multi Unit Store Manager**

June 2004 – July 2009 (5 years 2 months)

### **Sprint Nextel Corp – Retail Store Manager**

October 2003 – July 2009 (5 years 10 months)

Sprint Nextel was a national wireless provider with locations across the U.S. I was hired as a Store Manager in Harrisburg PA and thanks to my proven leadership abilities, exceptional sales results, and outstanding operational achievements I was also given the opportunity to fill the following roles; Multi-Unit Store Manager (responsible for all the operational functions and sales results in up to 5 locations at one time), Retail Training Manager (hired and trained countless Sales Consultants and Store Managers), District Manager Trainee (assisted with all the sales results and operational functions in districts of up to 19 stores). I departed to pursue a higher-level opportunity for career growth.

### **Global Mobile – Multi-Unit Store Manager**

November 2002 – October 2003 (1 year)

Global Mobile was an Authorized Dealer for AT&T, Cingular, Nextel, T Mobile, and Dish Network TV in York PA. As a Multiple Unit Store Manager, I was responsible for all the daily sales and operational functions in 2 locations. I departed to pursue a higher-level opportunity for career growth.

### **Better Deal Cellular – Assistant Manager**

June 2001 – October 2002 (1 year 5 months)

### **Better Deal Cellular – Wireless Consultant**

January 2001 – June 2001 (6 months)

Better Deal was an Authorized Dealer of AT&T, Cingular, Nextel, T Mobile, and Sprint in Lancaster PA. I was hired as a Wireless Consultant to sell wireless products to customers, but I earned the opportunity to advance to Assistant Manager after displaying exceptional sales results and the ability to lead other employees. I departed to pursue a higher-level opportunity for career growth.

---

## **Education**

### **YTI Career Institute (2002 – 2004)**

Business Management

### **Chambersburg Area Senior High School (1993 - 1997)**

General Educational Development

---