

Jason J. Scott

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BUSINESS DEVELOPMENT EXECUTIVE with 25+ year track record of leadership and integrity throughout career punctuated by consecutive financial institution recruitment. Skilled in orchestrating aggressive change management processes, harnessing vision and technology to meet profit objectives, and capitalizing on human resource dominance to propel business growth. Ignites stagnant growth; works with large datasets to generate trading ideas. MBA recipient with strengths featuring:

- Global Sales Leadership
 - Risk Management / Compliance
 - Business Start-Up & Turnaround
 - Competitive Market Positioning
 - Internal Audit Controls / Fraud Prevention
 - Customer Focused Sales Solutions
 - Key Account Retention / Goal Attainment
 - Investment & Lending Product Knowledge
 - Channel Partnership Development
 - Emerging Market Trend Analysis
 - Customer-Centric Partnerships
 - Corporate Affinity Sales Programs
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EXECUTIVE EXPERIENCE

Funding Services, LLC, Yardley, PA

11/00-Present

Market leader in commercial real estate lending.

SENIOR VICE PRESIDENT / SALES ▪ 5/01-Present

Key management team member played critical role in company's accelerated growth. Led global sales efforts, developed emerging Canadian and United Kingdom markets, optimized channel partnerships, and expanded company name recognition by integrating call center and internal / external staff team efforts. Managed 9 direct reports and up to 275 sales associates throughout U.S. and Canada.

- Maximized 2009 capture rate per individual sale, increasing pull through rate by 25% within 12 months, charting course for company, ultimately transition B2C sales representatives into B2B sales achievers.
- Led year over year profit growth between 2006 and 2010 respectively by 4.34%, 19%, 26%, and 18%, despite volatile marketplace.
- Boosted key customer account growth by 22%, 2007 to 2008. Orchestrated favorable positioning of negotiations to win long-term customer contracts focused on optimizing customer needs assessment, customer education, and customer retention.
- Vetted, purchased, and guided implementation of customized company-wide internet-based CRM system that facilitated efficiency, productivity, and customer relationship management competencies of internal and external sales.
- Created tracking tool and report generation function to categorize sales efforts by entire sales staff, achieving optimal manpower utilization. Directed 90,000-customer migration without disruption to business.
- Canada. Provided site location input, staffed and trained core employees, and amassed formidable sales team delivering 15% sales revenue growth in 12 months.

VICE PRESIDENT, BRANCH MANAGER, Trenton, NJ ▪ 11/00-5/01

Joined company in its infancy and modeled leadership role, emerging within 10 months of tenure as company's nationwide top achieving branch manager.

- Spearheaded organizational development strategies capitalizing on branch's commitment to customer relationship management and account development.
- Turned branch into solid revenue generator, producing \$10M monthly sales revenues.
- Created competency-based performance analysis and appraisal system to identify top performers, facilitate progressive career movement, enhance cooperation and camaraderie, and champion streamlined, productive operations.

States Plus Financial, Inc., / e-loan.com, New York, NY

1/00-11/00

Financial services firm specializing in home mortgage with Dot Com play.

SENIOR VICE PRESIDENT

Recruited to drive traditional retail residential mortgage business for Principal. Led sales to new level, transformed unfocused organization with stalled revenues into dynamic team. Created high-impact corporate image by orchestrating successful trade concepts that boosted company's presence.

- Led staff in originating jumbo loans ranging between \$400,000 and \$2M
- Orchestrated business-to-business affinity marketing program, sales team development protocol, and performance incentives.

Fair Mortgage Corp., Boston, MA f/k/a **FairBoston Mortgage, NA**, Hartford, CT
National commercial bank providing full range of financial operations and services.

2/95-1/00**REGIONAL MANAGER / VICE PRESIDENT** • 2/97-1/00

Promoted from recruited State Manager position within two years of hire.

- Improved and renewed the mortgage company's status with the Private Bank, Commercial Lenders and Retail Bank Branches.

STATE MANAGER / VICE PRESIDENT • 2/95-2/97

Drove state market share from 60th to 10th state.

- Rebuilt relationships with regional headquarters' mortgage staff and forged community partnerships.

Eastern Mortgage Services, Inc., subsidiary of Dauphin Deposit & Trust Co, Glastonbury, CT

3/93-2/95

Full service mortgage banking company originating, servicing, and selling first and second residential mortgage loans.

REGIONAL VICE PRESIDENT

Recruited to develop territory from scratch. Developed organization infrastructure: underwriting, processing, equipment lease negotiations, site selection and build out.

- Turned branch into New England's top producer.
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Previous Experience:

BRANCH MANAGER, State National Mortgage, Inc., Glastonbury, CT • 1991-1993

NEW ENGLAND REGION ACCOUNT EXECUTIVE, Mortgage Services, Inc., Cherry Hill, NJ • 1988-1991

REGIONAL SALES MANAGER/LOAN OFFICER, First National Bank, Hudson, MA • 1986-1988

MORTGAGE LOAN OFFICER, Drew Mortgage Services, Framingham, Ma • 1984-1986

EDUCATION

MBA, Finance, Rider University, Lawrenceville NJ • May 1996

BS, Eaton University, Northfield, VT • May 1984

PROFESSIONAL TRAINING

Strategic Planning Course, Harvard University, Graduate Extension Program, Cambridge, MA

The Commercial Lending School, Center for Financial Training

MEMBERSHIPS

State Mortgage Bankers Associations

Eaton University Alumni Association

National Eagle Scout Society

United States Marine Corp Reserves • Honorable Discharge 1985

CERTIFICATION

Certified Fraud Prevention Professional, Mortgage Bankers Association of America • 2005
