

Lorene F. Collier

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I bring with me honesty, self-motivation, analytical, interpersonal and relationship-building skills. I'm someone who can be trusted to operate independently, move fast, and get things done. As an experienced executive level sales professional with a comprehensive business, financial and technology background, I am seeking a Territory Management position where I can play a vital role in capturing market share and enhance your company's image. The foundation of my experience is sales. I enjoy the sales process, sharing valuable knowledge, and helping to bring value to people and businesses.

SPECIALTIES

- B2B and B2C Direct and Indirect Sales
- Remote Telesales | SPIN Sales Model
- Public Speaking and Negotiations
- Call Center Operations
- Brand Positioning and Development
- Trade Event Marketing and Promotions
- Executive Level Administrative Support

EXPERIENCE

TERRITORY SALES MANAGER | ALLDATA, an AutoZone Company, Elk Grove, CA | 2016 May - Present

A quota bearing position of key importance. We provide software-as-a-service (SaaS) to the automotive repair industry, including government and education sectors. Responsible for achieving quarterly and annual goals by managing a territory using telephony and Web 2.0 technologies. I build direct relationships with end user organizations on major opportunities and work closely with and leverage selected channel partners to maximize revenue opportunities within the territory.

BUSINESS DEVELOPMENT REPRESENTATIVE (remote) | SOURCE MEDICAL Contractor, Sacramento, CA | 2013-2015

Responsible for the success of Source Medical Field SSR's. Prospecting and development of lead qualification done by phone with hospital administrators, medical practice administrators, surgeons, and clinical managers. Drive sales and maximize growth to achieve corporate goals and increase market share in the information solutions and revenue cycle management services sector.

- Engage/Qualify cold leads and schedule demonstrations for the field SSR's (senior sales representatives)
- Leaning and managing sales forecast data in Salesforce.com
- Educate prospects
- Make a minimum of 85+ cold calls a day
- Consistently meet team objectives by achieving qualification quotas
- Work closely with Executive Sales Team
- Attend sales related events and present demonstrations

NATIONAL INSIDE SALES ADVISOR | GENWORTH FINANCIAL Direct Lending Division, Rancho Cordova, CA | 2010-2012

Responsible for the sale of residential reverse mortgage products in the states of CA, TX, VT and WV within a call center environment

- Experienced in FHA HECM Reverse Mortgage program, it's variety of products, and ever changing regulatory rules
- Utilize title profile tool to estimate property values and find potential red flags prior to originating a 1009
- Submit monthly sales forecast and expense reports on time and accurately
- Pre-Underwrite each loan to ensure all borrowers & LO signatures are executed as well as all supporting documents included in file to guarantee the least amount of possible conditions from the lender (HECM counseling certificate, POA, Dr. letter, trust, death certificate, utility bills, SS card, driver's license, military id front & back, insurance declaration, mortgage statement, bankruptcy discharge, probate court findings, proof of federal debt payoff, etc.)
- Order Title Services and send letters to borrowers and other parties on an as needed basis
- Assist processors as needed who are assigned to my loans in the best ways to handle complex situations
- Know the status of every loan at all times - the conditions requested and when conditions are satisfied

REVERSE MORTGAGE CONSULTANT | METLIFE BANK, N.A., Sacramento, CA | 2008-2010

Reverse Territory Manager for the areas of Sacramento, Yolo, and Solano Counties, CA. Built key relationships with clients and partners in the sale of residential reverse mortgage products. Sales were through personal referrals, realtors, insurance agents, financial planners, long term care homes, builders, RV dealers, and trade shows. Processed and pre-underwrote files prior to underwriter handoff.

- Recognized Sales Leader for the Western Region
- Implemented reverse mortgage marketing and sales plan
- Experienced in FHA HECM Reverse Mortgage program, it's variety of products, and ever changing regulatory rules
- Utilize title profile tool to estimate property values and find potential red flags prior to originating a 1009
- Submit monthly sales forecast and expense reports on time and accurately
- Pre-Underwrite each loan
- Assist processors as needed who are assigned to my loans in the best ways to handle complex situations

REVERSE MORTGAGE CONSULTANT | WELLS FARGO, N.A., Vallejo, CA | 2006 - 2008

Reverse Territory Manager for the areas of Vallejo, Benicia and Napa Valley [Napa, St. Helena and Yountville] CA. In charge of all reverse mortgage business developed through twelve Wells Fargo Bank branches within territory. Responsible for the training of bank branch managers and bankers in identifying reverse mortgage clientele. Built key relationships with clients and partners in the sale of residential reverse mortgage products. Sales were through personal referrals, realtors, insurance agents, financial planners, long term care homes, builders, RV dealers, and trade shows. Processed and pre-underwrote files prior to underwriter handoff.

- Maintained required sales levels in a severely declining housing market
- Implemented reverse mortgage marketing and sales plan
- Experienced in FHA HECM Reverse Mortgage program, it's variety of products, and ever changing regulatory rules
- Utilize title profile tool to estimate property values and find potential red flags prior to originating a 1009
- Submit monthly sales forecast and expense reports on time and accurately
- Pre-Underwrite each loan to ensure all borrowers & LO signatures are executed as well as all supporting documents included in file to guarantee the least amount of possible conditions from the lender (HECM counseling certificate, POA, Dr. letter, trust, death certificate, utility bills, SS card, driver's license, military id front & back, insurance declaration, mortgage statement, bankruptcy discharge, probate court findings, proof of federal debt payoff, etc.).
- Order Title Services and send letters to borrowers and other parties on an as needed basis
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PRE MORTGAGE

SUREWEST [formerly WINfirst Broadband – a venture capital startup] (Sacramento, CA) ▪ **Sales and Support** | 2001-2006

SELF EMPLOYED (Sacramento, CA) ▪ Equities Trader | 1998-2001

COMCAST CABLE (Sacramento, CA) ▪ **Customer Service and Sales** | 1991-1998

COLUMBIA CABLE OF WA (Vancouver, WA) ▪ **Administrative Assistant / Sales** | 1987-1991

EDUCATION – LICENSES – DESIGNATIONS

NMLS License

California Life Insurance License

California Cosmetology License

Adolpho Camarillo High School Graduate – Camarillo, California (completed 4 year program in 3 years)

Honorably Discharged Veteran

SOFTWARE CRM & TECHNICAL SKILLS

SALESFORCE, Microsoft Dynamics (SFA), Act-On, Lending Space, Reverse Vision, Gems, CDMS, TANGO, AOW, ACT, IBIS, LOS, Calyx Point, Microsoft Office Suite (Word, Excel, Outlook, Power Point), PeopleSoft, Siebel, Sequel, Arbor, Cable Data, Genysys, Lotus Notes and 10Key.