

Albert W. Northrup

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EDUCATION

The University of Central Florida, Orlando, FL

Master of Business Administration May 2009

Master of Political Science: Political Analysis Jan 2003-May 2004

Recipient of UCF Graduate Fellowship

Bachelor of Arts Political Science: Pre-Law December 2002

Dean's List

PROFESSIONAL HISTORY

AllSource Telecom Orlando, FL

02/2008-Present

Regional Manager

- Managed a territory covering Seminole County and Eastern Orange County providing telecommunication services to small and medium size businesses
- Responsible for mentoring, leading, and developing the sales skills of 5-7 sales associates
- Planning and budgeting to maximize profit for the company

SunTrust Bank Orlando, FL

02/2007-12/2007

Business Banking Relationship Manager

- Built and strengthened business and personal banking relationships in an assigned portfolio through sales and cross sales of accounts, loans, card products, investment referrals, mortgages, and treasury management
- Analyzed financial statements and made recommendations that increased net profits of business owners
- Performed credit analysis of businesses and individuals to determine credit eligibility

The Freedom Point Corp. Columbia, MD

10/2005-12/2006

Financial Counselor/Account Executive

- Conducted financial assessments and recommended mortgage refinance, debt management, or debt resolution programs to manage personal and business debt
- Created budgets for clients and advised them on methods to cut expenses, save and invest
- Consistently among the top 5% of all financial counselors for sales, retention, and quality

Greenway Dodge, Chrysler, Jeep Orlando, FL

05/2003-08/2004

Sales Representative/Sales Manager

- Responsible for price negotiations with customers that brought in profit for the dealership
- Closed sales and modeled selling skills to salespeople as a sales leader
- Certified automotive sales leader with experience managing a sales team of 10-12 associates

The Institute for Public Private Partnerships, Inc. (IP3)

Washington, DC

05/2002-08/2002

Summer Intern

- Conducted research and wrote reports on privatization strategies in solid waste sector for emerging democratic regions such as Eastern Europe and Northern Africa
- Partnered with consultants in areas of international development and economic growth
- Reviewed contracts and financial statements to ensure compliance with lending institutions' requirements such as The World Bank and USAID

Burger King Corp. Longwood, FL

05/2000-08/2001

Assistant Manager

- Managed staff of 20-25 employees, responsible for inventory control, cash management, scheduling, and hiring
- As Safety Coordinator, was responsible for training employees in workplace and food safety
- Regularly top store in region for speed of service and top mystery shop scores

Jimmy Bryan Mazda Winter Park, FL

09/1997-05/2000

Sales Manager

- Rapidly advanced with company, holding positions of sales representative, sales trainer, and sales manager
- Trained 45 new salespeople on proper paperwork, negotiation techniques, and closed deals for sales people
- Evaluated credit-worthiness of customers and completed approval process by securing loans

SKILLS

- Financial Modeling, Capital Budgeting, Cash Flow Analysis, Extensive training in Credit Analysis, Familiar with GAAP and Sarbanes-Oxley
- Experienced in various areas of quantitative research, familiar with programs such as SPSS, MiniTab, Lexis-Nexis, SAP, Microsoft Office, etc.