

Rod Sager

Vancouver, WA
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Senior Sales Relationship Professional

Demonstrated sales success across a broad market spectrum. Retail, wholesale and business to business platforms all with a proven track record for volume and production. Strong relationship skills have resulted in hundreds of lasting business partners producing recurring sales and revenue. Strengths include making persuasive presentations for sales and training that lead to increased team volume and productivity.

Experience

WACHOVIA BANK (*formerly World Savings*), Lake Oswego, OR 2006-2008

Wholesale Mortgage Account Executive

Managed more than 30 accounts on a weekly basis providing sales, training and customer service.

- Earned Volume Incentive Bonus four times in 2007.
- Won regional presentation contest and presented at corporate HQ for national executives.
- Built strong relationships with accounts by implementing presentations and training as well as quality customer service resulting in increased loan volume.

AMERIPRISE FINANCIAL (*formerly American Express*), Vancouver, WA 2005-2006

Financial Advisor

Sales and marketing for financial services, client portfolio management.

- Acquired more than 35 new clients in first year, resulting in millions of dollars in assets under management for the firm.
- Made calls for marketing events and assisted other advisors in meeting their call quotas with strong phone skills.
- Built strong client relationships and integrated a fellow advisor into my practice to provide smooth transition when I left resulting in an incredible 95% retention and several million dollars in additional assets coming in from my clients after I left.

BANKER'S LIFE AND CASUALTY, Vancouver, WA 2003-2005

Sales Representative

Providing sales and service on a full line of life and health insurance products.

- Routinely hit appointment booking quota and assisted other agents in hitting theirs with exceptional phone skills.
- Led the entire office in 2004 in life insurance policy unit production.

MAC TOOLS, AUTHORIZED DEALER, Vancouver, WA

1997-2003

Owner / operator

Complete top down management of small business enterprise with annual revenue of \$500,000

- President's Club Award Winner (*top 5% in the Nation, 2000 dealers*) 1998, 1999, and 2000.
- Made National Excellence Award every year (*Top 20% in Nation*).
- National Recognition for toolbox sales, 1998 and 1999 finished 2nd and 3rd in units.

ADDITIONAL EXPERIENCE

- Highly recruited professional retail sales professional in San Francisco Bay Area with a proven track record of high volume sales and strong customer relations.
- Extensive experience as retail manager with as many as 30 personnel under my direction.
- Wholesale manufacturer's representative for numerous quality photo equipment lines.
- Served as Chief of Security with nearly 100 personnel under my supervision.
- Real Estate experience.
- Extensive internet experience including launching several companies onto the internet. Design and innovation of web presence for retail operations.

Education

AA – recognized by the California Community Colleges System Office, Sacramento, CA
Effective Supervisory Management, Leadership Management, Inc. Waco, TX
Radio Announcing, Columbia School of Broadcasting, San Francisco, CA
General Education, Santa Rosa Junior College, Santa Rosa, CA

Professional Certifications

- Series 7, Financial Industry Regulatory Authority
- Series 66 – Uniform Combined State Law Exam, North American Securities Administrator's Association
- Washington State Real Estate Salesperson License

Skills and Affiliations

- Expert computer operator, Excel, Power Point, Word, Windows, Mac, Publisher, Photoshop, Outlook
- Public speaking and media address
- National Association of Realtors
- Oregon Mortgage Professionals Association
- Certified Photographic Counselor
- Past President of The Marin Photography Club