

CHRISTOPHER DONALD BARNES

901 Lochmoor Lane
Highland Village, Texas 75077
(972) 317-0728

OBJECTIVE

Secure a challenging Account Executive position with a company that recognizes individual achievement while fostering a team-oriented culture.

EXPERIENCE

03/05 - present

EQUIFIRST CORPORATION

Account Executive

- Develop and maintain working relationships with Mortgage Brokers and Loan Officers
- Meet or exceed volume expectations
- Provide superior customer service to grow my customers business and achieve monthly and yearly goals
- Continue to learn and maintain knowledge about product guidelines

03/03 – 03/05

AMERICAN RELIANCE MORTGAGE - Flower Mound, Texas

Mortgage Loan Officer

- Originate loans
- Develop lead-generating relationships with realtors, builders and community members
- Maintain client relationships for purposes of referral

Note: Active member in six community organizations.

01/02 - 03/03

PAR ONE MORTGAGE - Dallas, Texas

Mortgage Loan Officer

- Perform same activities as noted at American Reliance Mortgage, as well as process loans.

09/00 – 01/02

IBM - Dallas, Texas

Client Services Representative

- Develop territory plan and execute strategies designed to grow year-to-year revenue
- Achieve sales imperatives such as weekly/quarterly lead targets, pipeline balance, data accuracy and forecasting
- Employ complaint management tools to identify and rectify client dissatisfaction

Note: Won company-wide sales contest.

06/99 – 09/00

LANE GORMAN TRUBITT, CPA-LLP - Dallas, Texas

Marketing Intern

- Assist with execution of marketing strategies, and track progress against goals
- Participate in client relationship development activities, including seminars and other events

Note: Used personal connection to introduce firm to largest-ever sales opportunity.

CIRCUIT CITY - Dallas, Texas

07/97 – 06/99

Sales Counselor

- Stay well informed about the features of major appliances and their applicable warranties
- Assist customers with the purchase and delivery of these appliances; maintain inventory control

PROFESSIONAL AFFILIATIONS

Member - North Texas Exes; Board Member - Flower Mound Chamber of Commerce; Affiliate Member - Greater Lewisville Association of Realtors; Member - Highland Village Business Association; Member - Highland Village Police Auxiliary; Member - American Eagle Chapter of the Harley Davidson Club

EDUCATION

University of North Texas, Denton, Texas
Bachelor of Business Administration - Marketing, August 2000

OTHER SKILLS

Microsoft Excel, Microsoft Word, Microsoft Powerpoint, ACT!