

Art Vandelay

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Professional Summary

Candidate for (xxxx job title) at Elite Consulting Firm, LLC. Experienced analyst with background in finance, lending, credit analysis and sales. Academic achiever, successful professional and active community volunteer both domestically and abroad. Proven commitment to increasing efficiency, driving revenue and protecting the interests of the organization autonomously and as part of a team.

- Advanced Excel
- Ellie Mae Encompass
- Financial Analysis
- Underwriting & Risk Scoring
- Salesforce CRM
- Collaboration
- Sales
- Management
- Adaptability

Languages: Fluent in Spanish; Basic Italian

Experience

ABC Consumer, Dallas, TX

08/2015-present

Commercial Credit Risk Analyst

- Originated 350+ credit limits of \$250K to \$2 million for small and medium sized businesses.
- Performed financial analysis to evaluate individual business risk using a company-based rating system.
- Analyzed underwriting and risk scoring for new and renewal of credit lines.

Dealer Lending Associate

- Evaluated credit standing of dealerships by monitoring floorplan portfolios, confirming compliance to established covenants.
- Developed action plans to mitigate risk and resolve outstanding issues, including managing collateral audit requirements.
- Reviewed loan and security documentation for compliance with internal and regulatory standards.
- Prepared and presented updated developments of \$180M dealership portfolio to senior management.

Commercial Bank, Inc., Fort Worth, Texas

06/2013-08/2015

Risk Analysis Associate

- Analyzed financial performance of local corporate and high net worth individuals, evaluating their credit standing for new and renewal of credit lines starting at \$25M.
- Analyzed market research of credit worthiness of different regional and international banks to provide US syndicated loans for clients with sales above \$25M.

GGH Medical Supply Company, Plano, Texas

06/2010-06/2013

Inside Sales Manager

- Managed team of 15 inside sales representatives.
- Analyzed metrics and developed tactical programming aligned with sales objectives.
- Increased sales by 14% in one year.
- Collaborated with upper management to develop sales training materials.
- Participated in corporate leadership training.

Inside Sales Representative

- Achieved sales targets for 7 out of 8 quarters.
- Achieved top sales performer status for 3 consecutive quarters.
- Increased number of new customers by 25% in one year.

Sales Intern

- Logged sales and customer notes into CRM software.
- Assisted sales staff in targeting sales leads into Excel spreadsheets.

Education

Masters of Business Administration

Expected May 2019

University of Dallas, Irving, TX

Bachelor of Arts, Economics and Finance, Concentration—International Studies

2011

University of Dallas, Irving, TX GPA: 3.5 (Dean's List, Provost Scholar)