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Objective: To obtain a challenging position in which sales, strong customer service and problem solving skills will have valuable application and provide opportunities for continued career growth.

CIT Group (Avaya Financial Services)

Livingston, NJ

Enterprise Asset Manager

2002-Present

- Lead member of the Avaya Transition Team.
- Integral member of the design, build, test & train team for CIT's new Global Asset Management system
- Engage and partner with sales team to formulate strategies to mitigate residual exposure of enterprise/large ticket customers.
- Collaborate effectively with sales team to ensure portfolio is managed efficiently to maximize profitability, mitigate risk, and to generate incremental sales.
- Responsible for growing \$100MM in annual renewal income.
- Review and set pricing models for renewals and Fair Market Values by product type and term based on market conditions and portfolio performance.
- Negotiate settlements/workouts on distressed accounts focusing on customer retention.
- Provide systems and sales trainings to customer care associates, account managers and internal sales team.

CIT Group (Avaya Financial Services)

Livingston, NJ

Residual Analyst

2009-Present

- Perform residual analysis/valuation and collateral valuations for specific telecommunication products and platforms (primarily Avaya).
- Make residual and pricing recommendations for standard bids, special bids and sales opportunities.
- Perform equipment configuration analysis and make recommendations within assigned schedule of authority.
- Recommend and approve appropriate Fair Market Value renewal and cap pricing levels on individual transactions.
- Work with all parts of the business unit to insure that residuals are accurately assigned and booked.
- Support the residual-setting process through research of telecommunications and data products and services across multiple vendors.

CIT Group (Avaya Financial Services)

Livingston, NJ

Structured Assets & Managed Services

2006-Present

- Oversee all Asset Management functions for \$40mm portfolio that generates \$1mm per month in renewal income.
- Responsible for the roll out of all processes and procedures for residual setting, volume generation and end of lease pricing.

AT&T Credit (Avaya Financial Services)

Livingston, NJ

Express Asset Manager

1999 - 2002

- Successfully prospected customers nearing end of lease to negotiate renewals with a focus on customer retention.
- Develop alternative financing structures for customers based on needs.
- Provide pricing and deal structuring to internal and external sales team.
- Responsible for providing present value, manual buyout and manual termination pricing to sales force and customer service.

PROFICIENCIES

- Word & Excel
- Excel Modeling
- T-Value
- SuperTrump Model
- Hewlett Packard 17b