

# HARVEY S. SCHNITZER

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## *Sales*

*An accomplished sales professional with proven expertise in exceeding customer needs. Thriving in a goal-oriented team environment where customer satisfaction is paramount. I am also very adept at working independently and always keep the needs of the customer in the forefront.*

**Expertise:** Market and business development relationship management, sales, and sales management.

Proven performer with a consistent record of building business by:

- Identifying and capitalizing on niche markets.
- Leading sales team to high levels of performance.
- Working with customers to achieve their dream of home ownership.

**Experience includes;** directing day to day office operations, developing and completing applications for new loans. Negotiated with lenders for the optimal choice of purchases and refinances.

**Key strengths;** devising creative solutions to overcome obstacles, adapt to changing circumstances, and achieve business goals.

## **Professional Mortgage Experience:**

### **Owner**

Schnitzer Mortgage Inc., Portland , Oregon

1999-2006

An ethical mortgage professional, informing customers of the expectations in the form of points and fees. Always keeping the best interests of the applicant in mind..

- Secured low interest rate loans for 100 customers valued at \$15 million.
- Generated hundreds of sales leads through networking and referrals.
- Created niche for hard-money lenders.
- Grew business 100% in seven years.

## **Mortgage Broker**

American Professional Mortgage, Tigard , Oregon

1995-1999

A growing family owned and operated professional mortgage business.

- Gained initial expertise by assisting with daily office duties.
- Processed 35 loans for purchases and refinances in first year.
- From over 75 company leads, 65% were converted.
- Built long term working relationships with customers, lenders, and realtors.

## **Professional Sales Experience**

### **Sales Representative**

Curt Warner Chevrolet

2006-2008

A highly respected privately owned automobile dealership.

- Recognized as “Salesperson of the Month” 8 times.
- Generated over 200 new and used vehicles sales.
- Exceeded sales goal by 200% each quarter.

### **Volunteer Work**

2006-2008

### **Fund Raiser**

Portland Jewish Academy

Solicited in excess of \$5,000 from restaurants and businesses for the Portland Jewish Academy.