

## **WILLIAM R. PROCTOR II**

[linkedin.com/in/williamrproctor](https://www.linkedin.com/in/williamrproctor)

937-416-6771

[wrp2kk@hotmail.com](mailto:wrp2kk@hotmail.com)

### **QUALIFICATIONS**

Experienced Sales Leader in financial services and commercial sales. Expertise in account management, operational improvement, and staff development. Extensive background generating new revenue, reviving dormant accounts, and marketing brand awareness for U.S. companies and Fortune 500 platforms. Proficient in driving effective sales processes with a consultative approach that delivers the best solution.

### **PROFESSIONAL SKILLS**

Account Management  
Business Development  
Marketing Strategy  
Strategic Planning  
Troubleshooting

Sales Management  
Training Development  
Team Building/Mentoring  
Forecasting/Growth  
Project Management

Consultative/Solution Sales  
Contract Negotiations  
Financial Services  
Operational Improvement  
Communications

### **PROFESSIONAL EXPERIENCE**

#### **Mortgage Loan Originator (Multiple Companies), Charlotte, NC**

MORTGAGE LOAN ORIGINATOR, NMLS #73798

2014 – Present

- Sell mortgage loan financing throughout the U.S.
- Specialize in community reinvestment, affordable housing, and residential home for purchase/refinance utilizing conventional, FHA, and VA loans.
- Review/update loan files to match federal and state standards.
- Work with underwriters to fix application problems and resolve issues.
- Assist senior-level credit officers with complex loan applications.
- Average \$8M in loans and 50 units per year.

#### **Integra Staffing, Charlotte, NC**

DIRECTOR OF STRATEGIC PARTNERSHIPS

2011 - 2014

- Responsible for account management, recruitment, and business development.
- Directed sales account management on multiple fortune 500 platforms; consistently reached company sales and revenue goals
- Managed company payroll, office operations, and community relations.
- Generated \$500K annually in new revenue.

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### **3M, Southeast Region, United States**

INDUSTRIAL SOLUTIONS SPECIALIST, Southeast Regional Sales Designate

2010 - 2011

- Responsible for generating new business accounts and building client relationships; proposed effective solutions to promote operational execution.
- Managed national distributors (Granger and MSC) to increase revenue and market brand awareness of 3M products in the region.
- Sales Cloud Power User

### **W.C. Johnston Architectural Sales, NC, SC**

MANUFACTURER'S REPRESENTATIVE, North/South Carolina Territories

2009 - 2010

- Covered full spectrum representative including estimates, take offs, bid process, price negotiations, and sales.
- Provided cost-based estimates of public/private bids to meet NC/SC specifications.
- Responsible for shop drawing submittals and project management procedures.
- Worked with subcontractor on specific project phases to make sure deadlines were met.
- Brought in \$4M in new revenue through sales activities annually.

### **HSBC, OH, AL, NC**

DISTRICT SALES MANAGER/BRANCH SALES MANAGER

2000 - 2009

- Oversaw all branch operations, audits, and sales functions for 4 territories.
- Sold first mortgages, equity lines, national sales finance contracts, credit cards, and auto/personal loans; ran and supported several division projects and initiatives.
- Directed and managed team of 50+ employees through the southeast; developed and promoted 4 sales Accountant Executive to Branch Manager.
- Managed over \$400M in receivables and 40 employees.

## **EDUCATION**

**Bowling Green State University**, Bowling Green, OH

Bachelor of Arts, Communications and Sociology, 1999

### **LICENSES/CERTIFICATIONS:**

Certified Professional Sales Leader (CPSL), NASP, 2020

Certified Professional Salesperson (CPSP), NASP, 2020

LEED Green Associate, U.S. Green Building Council, 2014

National District Sales Manager Development Program, HSBC, 2006