
TODD WELCH OWENS

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Career Objective:

As a results-driven professional with a comprehensively diversified business sales and operations management background, I seek a sales opportunity with an accelerated path to learn F&I elements of the automotive industry; ultimately, serving in a senior management role.

Professional Skill Set:

- | | | |
|---------------------------|----------------------------|------------------------------|
| ➤ Regional Manager | ➤ Public Speaking | ➤ Asset Tracking |
| ➤ Corporate Field Trainer | ➤ MS Office (2010) | ➤ B2B & B2C Sales |
| ➤ Project Management | ➤ Clinical Trials Research | ➤ Customer Service |
| ➤ Strategic Planning | ➤ Contracts/Negotiations | ➤ Certified Crisis Counselor |

Professional Profile:

Gateway One Lending Frisco, TX Nov. 2016 – Feb. 2018
Funding Specialist

- Review and analyze credit applications from auto dealers throughout the United States; communicate credit worthiness relative to loan stipulation per application with sales and underwriters. Verifying and validating scanned Dealertrack loan information while communicating loan parameters to the buyer(s)-so as to ensure all required stipulations are met prior to funding. Daily collaboration with dealers helping to minimize CTIs; making sure each are serviced expeditiously and accurately.

Sears Holdings Corp. Garland, TX Dec. 2015 – Oct. 2016
Project Consultant

- I was responsible for closing the sales of initial in-home visits for Kenmore and Carrier HVAC and Mohawk flooring products. Skills employed include: technical product knowledge - load calculations and comfort surveys - communicating company, product, and installation value; overcoming objections; and educating customers on credit/financial strategies that ensure well executed sales closure.

Self-Employed Prosper, TX. Sept. 2001- Nov. 2015
Community Liaison

- Leading an educational initiative, via conceptual selling, I procured charitable donations through an array of industries in Collin and Grayson Counties. Sponsored donations contributed to the NFB's \$6M annual contributions. These initiatives secured ambulatory devices for the blind attending county community colleges pursuing an Associates degree.

Information Resources Inc. Plano, TX. Aug. 2000-Aug. 2001
Project Manager

- Working for the National Sales entity at Frito-Lay, Inc., I managed the initiatives of subordinates charged with identifying category growth via IRI's data mining software. The results drove actionable, fact-based, data recommendations at a national account's point-of-sales assessment of Frito-Lay's products and other cross-category objectives pertaining to brand subcategory sales by trade channel.

Frito-Lay, Inc.

Plano, TX.

May 1999-Aug. 2000

Independent Consultant

- Consulting the National Sales entity at Frito-Lay, Inc., I performed all national account level category analysis utilizing industry software. Managed data synthesis and recommended decision tree matrix for multiple, regional category focused, controlled store studies ahead of Pepsico's acquiring Quaker Oats and Gatorade.

PIA Merchandising Co.

Carrollton, TX.

April 1993-May 1999

Retail Information Manager

- As a regional manager, I supporting the Dallas, Houston and Kansas City offices with oversight of technology asset management through established contract negotiation best practices optimizing company's regional contract template; managed a seven state territory of 25 direct and indirect subordinates, five of whom worked in-house at Frito-Lay, Inc.; performed field software training with Key Account Managers--assisted with retailer buyer meetings for manufacturing clients. Sold PIA's proprietary "fair share" labor allocation software tool to retailer headquarter V.P.'s.

Education:

- **B.S., Wellness/Management**-Abilene Christian University; Abilene, Texas.
- **M.S., Health Science**-California State University-Long Beach; Long Beach, California.
One year graduate thesis study at Rockwell International, Los Angeles, California. ***"Pre-test, Post-test Metabolic and Muscular Skeletal HRA Wellness Evaluation"***.

Community Volunteering:

- **Contact Crisis Center** Dallas, TX. 2010-2016
Volunteer several shifts per month as a certified crisis management counselor utilizing a person-centered approach in order to build rapport, identifying coping mechanisms, and provide regional referrals per varying situations. As a suicide prevention specialist, I serve as a rescue agent for the national "Lifeline" phone bank, whereupon immanent risk is assessed via a suicide risk and lethality assessment.
- **GriefWorks** Dallas, TX. 2011-2016
As a trained volunteer, group counselor in grief & bereavement, I assist children (five to 18-years-old) and their parents through their individual grief journey. I provide the various age subsets with topical counseling activities (via the Dougy Model) that encourage healthy processing of manifested grief.