

Alexander Leino

Futuristic, Consistency, Achiever, Focus, Adaptability

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OBJECTIVE

To bridge my six years of sales experience with my interest in finance analytics at a company where I can not only expand my knowledge and skills, but where I can make a significant contribution to the overall success of the company.

EDUCATION

Western Michigan University

Kalamazoo, MI

Bachelor of Business Administration

Anticipated April 2021

Major: Finance; Minor: General Business

3.5 GPA

Dean's List

EXPERIENCE

PNC Financial Services

Loan Officer - Kalamazoo, MI

December 2017 - Present

- Establish and grow consumer relationships by promoting PNC's financial tools and products
- Mitigate loss to the bank via risk assessment in servicing and selling consumer products
- Investigate and critically analyze account discrepancies
- Identify potential solutions that benefit both the customer and the company by offering different products such as: Deposit Accounts, Credit Cards, Home Equity Lines of Credit, Personal Loans, Auto loans.
- Engage in and seek out cross training opportunities

Meijer

Customer Service Representative - Kalamazoo, MI

May 2016 - December 2017

- Performed as a salesperson, cashier, service desk worker, and replenishment associate
- Promoted Meijer's consumer products including the Meijer credit card and MPerks
- Created a welcoming environment by greeting each customer and designing excellent product displays

Sprint Corporation

Sales Consultant- Kalamazoo, MI

February 2017 - June 2017

- Managed risk to the customer and company by assessing account use, phone buy-back value, and phone plan
- Built value on in-store products by finding customer needs via asking high-gain questions

Frontier Promotions

Corporate Trainer- Ferndale, MI

May 2015 - January 2016

- Informed potential prospects about the products AT&T and Direct TV sell through B2C sales practices
- Responsible for providing feedback on developmental strategies to better prepare our recently onboarded employees
- Conducted second-round interviews for employee candidates
- Assessed employee candidate goals and motives as they aligned with current team needs
- Developed optimal territory pathing in order to maximize time-effectiveness via pre-generated lead sheets

SKILLS & ACCOMPLISHMENTS

- NMLS Certified #1980839
- Finished 2nd in Meijer credit card sales for the Southwest Michigan region during 2017's period 11
- Proficient with Microsoft products including Excel, Word, and PowerPoint
- Works effectively and successfully as a multifunctional team member