

**Timothy D. Allen BS,MSFS, FSCP**

**1269 Foor Blvd**

**Pataskala, Oh 43062**

**614-557-5549**

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## **President / VP of Sales / National Sales Manager**

P & L Responsibility / Sales and Marketing Leadership / Strategic Planning / Growth Strategies / Start-ups / Turnaround Management-Business Products and Services

**Fortune 500** Executive and Marketing Leader I have been fortunate to enjoy a classical marketing and management career that has included key positions with well known firms and brands, including Transamerica, Sutton Bank, Citi Group Financial, AIG Life and Retirement, and Approved Federal Savings Bank. Career Track: Professional growth through such positions as Account Executive, Regional Sales Manager, Vice President of Sales, and National Sales Manager. Named “Top Producing Sales Manager” twelve months in a Row in the Finance industry.

Entrepreneurial Experience / Start-ups / Turn around management: Over the past 20 years I have been utilizing marketing expertise gained within major corporations in building medium and large businesses. I have a track record of increasing sales, reducing costs, and streamlining operations in a wide range of situations.

Proven Record Across All Major Corporate Functions: I am skilled in all areas of executive management, including developing operations throughout the U.S, building premier mortgage servicing operations, creating new investor relationships, advertising and fliers, and expanding into new markets. I possess richly varied P & L experience and have consistently exceeded company objectives achieving double-digit gains in revenues and profits.

### Education and Board Affiliations

Bachelors in Finance

Masters in Finance

Life and Health License

Property and Casualty License

International Chair of the Gahanna Rotary Club

## SELECTED ACHIEVEMENTS & SKILLS

### CAREER OVERVIEW / ENTREPRENEURIAL AND FORTUNE 500 EXPERIENCE

#### ► Managing Director Transamerica Agency Network

As a Director for Transamerica I was responsible for all operations of the office, from administration, hiring, training and developing Financial Advisors within the three state market of Ohio, Kentucky and Indiana. I achieved multiple awards and accomplishment such as MDRT, Multiple Conference Qualifier, Top of the Pyramid Award are just a few

► As a an Associate Director for AIG Life and retirement I hired, trained and developed financial advisors to work with a variety of clients primarily small businesses. As a hands on manager I was responsible for daily reporting, in field training on business to business sales and presentations. My team is responsible for over 2 million in premium in force and a retention rate of 96%

► As an Agent Owner for Rock Lending LLC dba Timothy Allen Agency, I created and started a top notch Insurance agency. Recruited and trained dozens of successful insurance and financial professionals. The agency focuses on a variety of products through top carriers such as Nationwide, One America, State Life, Colonial Life, Mutual of Omaha, benefit mall and ING. Timothy Allen Agency currently trains agents on selling Long Term Care, employee benefits, and strategic planning for professionals and the senior market.

► Orchestrated turnaround of Sutton Bank, increased volume from less then 1 million per month to over 25 million per month. Recruited as a National Sales Manager for Nations Home Lending, I increased the sales force from one Account Executive and less then fifty active accounts to over a 100 Account Executives, 12 Regional Sales Managers, and over a 1000 active accounts nationwide.

► Implemented a Top Notch Processing System for Sutton Bank. Using my processing skills from top-level mortgage servicing departments, I created a processing flow chart, structure, job titles and roles, closing and servicing, and default system. This system ensured compliance with investor guidelines, reduced default by 20% and increased the closing ratio by over 75%.

► Skills. Exceptionally strong written and verbal communication skills. Highly personable and capable of working with other Executives, family-controlled businesses, and major corporate boards. Proficient in solving problems and implementing solutions under tight deadlines. Hands-on executive, capable of efficiently managing all levels of budgets

Transamerica Managing Director 2014- Present

AIG Associate Director 2011-2014

Nationwide Principal Agent/Timothy Allen Agency LLC 2006-Present

Sutton State Bank National Sales Manager 2002-2006

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