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Objective:

To increase your company's share of the market by bringing new customers from my own strong set of contacts and by selling more effectively to your present customer base.

Experience:

Presidio, Inc.
Norcross, GA
Leasing Consultant
2008 - Present

- Funded 1st transaction within 33 business days.

iBank .com
Costa Mesa, CA
Senior Business Development Manager Lender Group
2007 - 2008

- Redesigned pricing strategy resulting in a 575% increase in new business revenue, enhanced new customer retention and better overall client experience. (2/08)
- Implemented new product offering and strategies to respond to credit crisis.
- Signed a Lender every 3rd day for the first 42 days generating in excess of \$96,000 in 1st year organic revenue.
- Achieved the largest bulk sale in the company's history \$2,700.00.
- Sold Application Program Interface (API) involving \$2,500.00 setup with a commitment \$60,000/year in annual revenue.

California First Leasing Corporation
A Subsidiary of California First National Bancorp
Irvine, CA
District Manager
2006 to 12/29/2006

- Interviewed, hired, fired, trained and supervised a team of 8.
- Built a \$70,000,000.00 prospect pipeline within 90 days, \$3,500,000.00 approved.

Account Executive
2002 to 2006

- Top Producer in the organization consistently quarter in and quarter out.
- Advised the Board of Directors on the viability of the ECRM software. 05/2003
- Bonus Days contest winner December 2005
- Produced and currently present a training module on how to be successful at CalFirst as a part of the training program for all new hires.
- Screened all new hires for Region.
- Developed \$33,000,000.00 in lease prospects in the first 60 days, more than any other representative, \$2,000,000.00 approved in the shortest loan committee meeting ever.
- Sold 2 excellent commercial credits filling 15 separate Lease Schedules combined with a face amount in excess of \$10,000,000.00.
- ChipMaster contest winner month 1 and 2.

- More phone calls and more phone time than any other representative consistently day in and day out.
- Scored a perfect 100% on both training exams. (the only one of 30 new hires to do so.)
- Consulted for eCRM experience, to assist the enterprise with easing organizational challenges.

**Qwest
Irvine, California**

Senior Account Executive - National Business Accounts - January to February
Major Account Executive - Growth Business - June to December
2001 to 2002

- Dedicated Internet Access(DIA), Private Line, Hosting, Voice, Enterprise Resource Application Deployment & More
- Courted Regional Banks – Sunwest Bank, Manufacturers Bank, First Bank & Trust @ More.
- Brought in Toshiba America the subject of a national press release. 01/2002
- Sold higher volume of new customers than any other representative. 01/2002
- Survived major restructuring and layoffs. 11/2002

**Firstworld
Irvine, California
Senior Account Representative
1998 to 2001**

- Managed Hosting, Dedicated Servers, Data Center Collocation
- Reached 112% of a \$5,000.00 Dollar Goal. 11/2000
- Noticed in all employee e-mail for key account development. 10/2000
- Achieved Winners Circle. (The equivalent of a President's Club) 03/2000.
- Reached 130% of a Newly Increased Monthly Goal of \$6000.00.
- Focused on Goals Through The Distractions of an IPO & NASDAQ Correction. 03/2000
- Number 1 Producer. Awarded Another Big Dog Mug. 11/1999
- Top performer in first year. 110% on a goal of \$60,000.

**Merlin Information Services
Kalispell, Montana
Sales – Consultant – California based.
Public Records on CD-ROM and the World Wide Web.
1997 to 1998**

- 375 Percent increase in World Wide Web revenues over a 7 month period.

**CDB Infotek
Santa Ana, California
Headquarters Region Sales Manager
CDB Infotek aquired by Choice Point, Inc.
1992 to 1997**

- Closed \$2,000,000+ per month accounting for 50% to 70% of total subscriber revenue and 95% of the United States during 4 of 5 years.
- Exceeded all sales goals with exponential growth every year.

- Grew revenue in all segments – Banking & Finance Industries, Fortune 500 Companies, Government (Federal, State, Local), Insurance, Investigation Industry, Law Enforcement, Law firms, Media...
- Recruited, hired, supervised and mentored 30 sales professionals. One of which was promoted to a management role.
- Implemented contact management/sales automation software company-wide.

**Dun and Bradstreet Information Services
Los Angeles, California
Senior Customer Sales Representative
1989 to 1992**

- 1990 Highest Performing Sales Representative - Sold \$170,000 of new business to accounts throughout Southern California and reached 110% of quota during recessionary period.
- Awarded Regional Citation for achieving top 10% results among approximately 250 Representatives in 1991.
- Achieved top sales representative in January 1992.
- Attained top Sales Representative status for five quarters within a 3 year period.
- Sold more computer software enhancements than any other representative.
- Integrated an exclusive automated territory management system

Education:

Bachelor of Science, Business Administration
California State University, at Los Angeles

Personal:

FINRA (formerly NASD) Series 7 & 63 Life & Disability Licensing California
Sought out by counterparts for general hardware and software expertise – contact management, Oracle, Blackberry, iPhone, CRM, Sales Automation, MS Excel, Mac OS X v10.5 Leopard, Windows Vista, MS Excel, HTML & JAVA.

Revised 03/02/2009 11:50