

# Joseph Henry Gent, MBA

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## CAREER OBJECTIVE

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Aiming to become part of a successful business team by providing my sales experience and abilities to build and nurture high value relationships and to close-out lucrative business dealings with current and potential customers and business partners.

## PROFESSIONAL EXPERIENCE

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- Loan Sales Officer @ THE SAVINGS GROUP INC, (January 2023 to July 2023)
- Loan Sales Officer @ RATEGENIUS (July 2019 to December 2022)
- Operations Manager @ SHONNARD ENTERPRISES (May 2017 to January 2019)
- Operations Consultant @ CTA INSTALLATIONS (September 2016 to March 2017)
- Logistical Performance & Security Analyst @ SENSITECH (June 2014 to July 2016)
- Logistical Security Analyst @ FREIGHTWATCH (January 2009 to May 2014)

## SKILLS & EXPERTISE

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|---|---|
| ✓ UDEMY Communication Skills Mastery        | ✓ EXPERIAN Financial Literacy & Credit Training |
| ✓ RATEGENIUS Auto Loan & Refinance Training | ✓ DALE CARNEGIE Professional Training           |
| ✓ ACE Lean Manufacturing & Six Sigma        |   |

## PROFESSIONAL REFLECTION

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After 15 years of experience in business operations in 2019, I decided to pursue a career in sales, marketing and business development. The 4 years since the change in career path, I have taken my operational knowledge and best practices with business services and applied them to my sales process. Along with recent sales experiences, I have utilized them to help me closely listen, optimally deliver and completely fulfill on what it is that my customers simply want, a positive transactional experience with lucrative result for all stakeholders involved.

## EDUCATION

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- Master's in Business Administration @ St. Bonaventure University, New York (2003-2005)
- Bachelor's of Art in History @ St. Bonaventure University, New York (1999-2003)