

# Jason J. Scott

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## Business Development Professional / Risk Management Specialist

Compliance expert with 10+ years of financial industry experience, including current employment with a financial services market leader. Expertise in orchestrating aggressive change management processes, harnessing vision and technology to meet profit objectives, and capitalizing on human resource dominance to propel business growth.

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### Core Competencies

- Global Sales Leadership
  - Risk Management / Compliance
  - Business Start-Up & Turnaround
  - Competitive Market Positioning
  - Internal Audit Controls / Fraud Prevention
  - Customer-Focused Sales Solutions
  - Key Account Retention / Goal Attainment
  - Investment & Lending Product Knowledge
  - Channel Partnership Development
  - Emerging Market Trend Analysis
  - Customer-Centric Partnerships
  - Corporate Affinity Sales Programs
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### Executive Experience & Accomplishments

#### Funding Services, Yardley, PA

5/10-Present

Global firm with \$7B in segregated and secure investments.

#### President, Risk Division • 5/13-Present

Reduced customer losses and defaults through strict oversight, monitoring risks across diverse business sectors.

- ▶ **Revamped the division's infrastructure to provide stability and enhance the firm's marketplace reputation.**
  - Spearheaded a detailed analysis of existing processes to identify deficiencies and areas of non-compliance, partnering with cross-functional internal divisions to meet and sustain full regulatory compliance.
  - Instituted risk monitoring, compliance reporting, and regulatory reporting.
  - Launched trading, new product development, and client on-boarding procedures.
- ▶ **Investigated and resolved complex regulatory issues by instituting compliant reporting mechanisms.**
  - Led the firm in avoiding regulatory penalties and potential suspension of business by instituting reporting and compliance processes.
  - Developed cooperative partnerships with regulators and strengthened the firm's reputation throughout the regulatory community.
- ▶ **Key to transitioning the firm's competitive marketplace position from #3 to #1 within 3 months by increasing client confidence and providing a secure, stable, and efficient risk foundation.**
  - Played a key role in winning key accounts by resolving client risk concerns.
  - Increased client confidence by working collaboratively with sales force members to facilitate understanding of risk management policies and procedures.

#### Vice President, Customer Service Division • 7/12-5/13

Played a lead role in company's accelerated growth.

- ▶ **Retained high-profile accounts by creating a Client Asset Protection Program.**
  - Created, formalized, and streamlined account opening procedures to meet stringent regulatory and supervisory guidelines.
  - Enhanced firm oversight and control over account opening/management functions.
  - Resolved inquiries from existing and prospective clients regarding CFTC / SEC asset protection procedures.
- ▶ **Strengthened internal relationships across diverse business sectors to establish a cooperative business environment.**
  - Won consensus and support for implementing change management procedures that reduced firms' exposure, culminating in staff's reinvigorated commitment to customer relationship management.

#### Vice President, Sales Division • 5/10-7/12

Led global sales efforts, developed emerging Canadian and United Kingdom markets, and advanced division-wide productivity and accountability by consolidating call center and external staff team members.

- ▶ **Catapulted key customer account growth.**
  - Achieved YOY profit growth 19.2% and 26%, respectively, despite volatile marketplace.
  - Led 275 sales associates throughout the U.S. and Canada in maximizing per individual sale capture rate.
  - Increased pull through rate 25% within 12 months, charting course for company.
  - Vetted, purchased, and guided implementation of customized CRM system. Directed 90,000-client CRM migration without disruption to business.

## Executive Experience & Accomplishments . . .

**States Plus Financial, Inc.**, New York, NY

1/09-5/10

Boutique financing and commercial property-development company.

### Senior Vice President

Recruited to turn around distressed real estate properties.

► **Raised private equity to restructure debt on 20+ distressed properties.**

- Identified and resolved funding issues relating to multi-division business complexes.
- Formed consensus among a disparate group of stakeholders, arriving at a mutually beneficial long-term funding solution.

► **Orchestrated the acquisition of a \$22M, 200-room full-service hotel, Manahawkin, NJ.**

- Negotiated a substantial debt reduction and led investors in co-funding the acquisition.
- Played a led role in turning the hotel into a positive cash flow within 2 years, driving average occupancy rate 17% and average room rate 35%.
- Favorably positioned hotel sale to a national hospitality chain, yielding an average 31% annual investor return.

**Fair Mortgage Corp.**, Boston, MA

6/95-1/00

National commercial bank providing full range of financial operations and services.

### Regional Sales Manager

Joined company in its infancy and modeled a leadership role, emerging within 10 months of tenure as company's top sales nationwide achiever. Turned division into a solid revenue generator, producing \$10M in monthly sales revenues

► **Created a high-impact corporate image by orchestrating successful trade concepts, igniting company's market presence.**

- Led staff in originating jumbo loans ranging between \$400,000 and \$2M.
  - Orchestrated B2B affinity marketing program, sales team development protocol, and performance incentives.
  - Created a competency-based performance analysis and appraisal system to identify top performers, facilitate progressive staff career movement, and enhance interdepartmental cooperation and consensus.
  - Rebuilt relationships with regional headquarters and forged lucrative community partnerships.
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## Education

**Bachelor of Science Degree**, Business Management, Eaton University, Northfield, VT ▪ May 1995

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## Certification

Certified Fraud Prevention Professional, Mortgage Bankers Association of America ▪ 2005

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## Professional Training

Strategic Planning Course, Harvard University, Graduate Extension Program, Cambridge, MA

The Commercial Lending School, Center for Financial Training

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## Professional Memberships

State Mortgage Bankers Associations

Eaton University Alumni Association

National Eagle Scout Society