

TINA KWON MELTON

GOVERNOR'S COMMISSION ON ASIAN PACIFIC AFFAIRS

Liaison for community outreach to further Governor Hogan's commitment to promote responding more effectively to the needs and concerns of Maryland citizens with ancestral heritage in Asian Pacific Rim countries. Specific Governor's Office of Community Initiatives thru EDUCATION/WORKFORCE DEVELOPMENT TASK FORCE SUBCOMMITTEE.

KOREAN SOCIETY OF MARYLAND

Presidential Advisor

Director of Multicultural Community Relations

Liaison for community outreach: HOPE WORKS, HEALTHY HOWARD, COLUMBIA ASSOCIATION, HOCO PARKS & RECS, HC DRUG FREE, POLICE MOU'S, FUNDRAISING AND SPONSORSHIP ACQUISITIONS, GRANT PROPOSALS, COORDINATE AND KOREAN FESTIVAL, GALA, GOLF TOURNAMENT, JOINT YOUTH PROGRAM

PROFESSIONAL EXPERIENCE

INSIDE OUTSIDE SALES REPRESENTATIVE

- Solutions & Consultative Selling
- Sales & Marketing
- Account Management
- Sales Lead Generation
- Prospecting & Cold Calling
- Team Selling Approach
- Tradeshows & Tabletop Events
- Sales Cycle Management
- Customer Relationship Management

USAA Federal Savings Bank, Tampa, FL

Policy Service Representative/ Bank Originator

Responsible for protecting and facilitating the financial security of our military and their families. Providing recommendations and funding competitive auto, personal and boat loans. Maintaining and recommending the issuance of auto, home, renter's and life and umbrella insurance policies with award-winning customer service. Collect financial data to protect and grow the USAA Membership promoting banking, credit card and investment solutions.

First Horizon & Washington Mutual, Columbia, MD

Account Loan Processor

Support sales staff of multiple loan officers. Engage in team selling approach and collaboration with field account managers to forge relationships with existing customers and identify and capitalize on new business opportunities. Qualify prospects and coordinate the closing of account manager loans. Initiate efforts to drive sales forecasting through all phases of the sales cycle. Coordinate HUD, Hazard/Flood and Underwriting documents.

LEVEL3 & EXODUS Communications, INC, San Diego, CA

Account Manager

Evaluate the need for telecommunications and hosting and Firewall assessments. Initiate and support the sales process by identifying and contacting key customers, managing post sales integration, and navigating upsell opportunities. Distribute weekly forecasts to management and gathered data of purchase strategy for new business and customer renewals. Schedule meetings for field and systems engineer, create business activity summary and RFP's responses, and assist end-users with software and hardware installations.

DIGEX Communications INC, Beltsville, MD

Sales Representative

Create incentive programs to increase revenue. Join forces with channel partners in CA to identify and qualify prospective leads. Initiated efforts to drive sales forecasting throughout all phases of the sales cycle. Telemarketing of West Coast new market.

UNIVERSITY OF MARYLAND BACHELOR OF ARTS, SOCIOLOGY 1990