

Lisa Scheuermann
Sales Professional
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Creative thinker with outstanding problem assessment/resolution skills. Organizes and manages time effectively. Skilled communicator with experience interviewing and talking to people from all socioeconomic backgrounds. Experience with all versions of Microsoft Office. In-depth knowledge in CRM.

Authorized to work in the US for any employer

Work Experience

Marketing Director Accent Woodworking September 2018 to Present

- Create Marketing Materials
- Update and track social media including Facebook, LinkedIn and Houzz
- Establish CRM based data tracking and record keeping
- Revise web-site

Inside Sales 1800Accountant May 2018 to August 2018

- Heavy outbound sales. 100+ calls per say. 30 minute qualify, present, close of accounting services.

Sales Representative Sir Speedy Printing - Saint Petersburg, FL March 2016 to April 2018

- Achieve sales and marketing goals by building client relationships and providing outstanding customer service.
- Generate revenue by gaining repeat business and customer loyalty. First year sales goal was \$154,000.00 and I reached \$212,00.00.
- Bring in new business by researching targeted vertical and proposing smart and effective marketing strategies.

Inside Sales Representative Special Edition Publishing - Clearwater, FL March 2015 to March 2016

- Heavy outbound cold calls to top executives for sales of ad space in USA Today

Special Editions.

**File Intake Specialist/Timeline Compliance Specialist Kass Shuler PA - Tampa, FL
December 2011 to November 2014**

Responsibilities REO File Intake Specialist (January 2014 to March 2016)

- Input new referrals to Closers Choice or Resware and prepare Servicer Deeds
- Draft legal documents such as affidavits and deeds
- Work with attorneys to ensure proper chain of title
- Follow up with loan servicers to obtain Servicer Deed in timely manner for closing
- Send executed contracts to agents and processors

Timeline Compliance Specialist (December 2011- January 2014)

- Analyze foreclosure cases and provide updates to clients in an accurate and timely manner
- Communicate with clients, attorneys and various teams within the firm to ensure that cases are progressing within FHLMC requirements
- Update secure databases with accurate and concise information
- Analyze litigation files and update clients accordingly

**Admissions Representative ITT-Technical Institute - Tampa, FL May 2008 to
December 2011**

**Manager of Consulting Services York Enterprise Solutions September 2004 to
May 2007**

Cold calling to source candidates.

- Qualifying of candidates.
- Technical Screening of candidates
- Work with H1 Candidate employers