

DEONTA HUDSON

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(414) 736-2350

Career Objective:

To obtain a position that will allow me to bring value to an organization through my abilities, knowledge, and professional experiences developed in school and on various job assignments.

Education:

Brookfield, Wisconsin

Masters Degree in Business Administration (MBA)

Bachelors Degree of Science in Business Management

Information Technology Certifications:

- MCP (Microsoft Certified Professional)
- MCDST (Microsoft Certified Desktop Support Technician)
- SDP (Service Desktop Professional)

Actively Pursuing:

- MCSA (Microsoft Certified Systems Administrator)

Financial Services Licenses

- Investments Series 7, 6, 63, 65 Securities License
- Life, Health, Property & Casualty Insurance

Professional Experience:

GUARANTY BANK - MILWAUKEE, WI

Branch Manager (08/2009 to Present)

- Manage the day-to-day operations of the branch to achieve growth objectives established by Guaranty Bank using the Fiserv Clear touch software program.
- Responsible for developing, training, and motivating employees using Microsoft Word, Excel, and Power Point to achieve those duties.
- Other duties involve ensuring compliance and regulatory rules are being followed through multiple communication mediums such as Microsoft Outlook 2003, Lotus Notes, and teleconferences.
- Have experience in auditing branch location for compliance readiness.

WELLS FARGO ADVANTAGE FUNDS - MILWAUKEE, WI

Financial Adviser (08/2008 to 08/2009)

- Client Service Consultants are responsible for delivering exemplary customer service via inbound calls from internal and external clients within the call center.
- Client Service Consultants are license stockbrokers who place trades using different software applications such as Thermal Advantage Software (TA 2000), Onyx data base software, and password reset software called Super user.
- Technical skills involve a working knowledge of finance, accounting, multiple software programs in Microsoft Office Suite, and heightened communication and listening skills as it related to following the customer service metric.

METLIFE FINANCIAL SERVICES - MILWAUKEE, WI

Financial Adviser (12/2006 to 09/2008)

- Provided customer service advice over the phone using DST Vision software applications.
- As a Financial Adviser, the duties included using multiple financial planning software programs to provide advice concerning clients' assets, liabilities, cash flow, insurance coverage, tax status, and financial objectives to establish investment strategies.

UNITED INSURANCE COMPANY OF AMERICA - MILWAUKEE, WI**Staff Manager / Sales Representative (1/2004 to 12/2006)**

- Managed, directed, and monitored client services team and insurance representatives on multiple activities.
- Perform quality audits and reviews on agent's monthly evaluating collection management on accounts receivable and customer service.
- Recruited and retain staff and coach associates in developing and achieving goals and objectives for performance and professional development.
- Major accomplishments: Promoted to Sales Manager within 12 months. Earned agent of the month honors 3 times within first year of employment.

PFS A MEMBER OF CITIGROUP - BROOKFIELD, WI**Personal Financial Analyst (01/2000 to 01/2005)**

- Assessed the financial needs of individuals and business owners.
- Provide advice part-time on investment and mutual funds strategies, tax laws, and insurance strategies to recommend financial options to individuals.
- Perform marketing and sales presentations in the Metro Milwaukee area to large groups of people.
- Major accomplishments: Finished Bachelor Degree in Business Management and Masters Degree in Business Administration while becoming a Financial Advisor.

WISCONSIN TITLE LOANS - MILWAUKEE, WI**Branch Manager (09/2000 to 03/2002)**

- Directed sales and business development meetings ensuring the branch achieved its annual sales goals.
- Evaluated financial reporting systems, accounting and collection procedures for accounts receivable and account payable activities, and made recommendations for changes to procedures, budgets, and other financial controls within the branch.

RENT - A - CENTER / REMCO - CHICAGO, IL**Store Manager (09/1994 to 09/2000)**

- Monitored and ensured total customer satisfaction while executing the business plan to increase sales and profits for the location.
- Set specific goals for store performance and trained employees for future leadership positions.
- Monitored monthly the store operation budget to track results against the profit and loss statements.

UNITED STATES NAVY - NORFOLK, VA**Gas Turbine Mechanic (07/1991 to 07/1994)**

- Performed equipment repair and intermediate maintenance on gas turbine engines.
- Provided maintenance and repair on electrical control systems, fuel systems, lube oil systems, and power generation systems.