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|  | Melissa A. Knutson  9821 Dunmore Circle, Johnston, IA 50131− 515-720-2021 – mehlers123@msn.com |
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| Objective | Executive level position with the opportunity to strengthen the company’s core missions while exceeding profitability expectations. |
| Experience | Vice President and General Manager, Equipment Finance/Premium Finance  NCMIC Finance Corporation, Clive, IA  April 2016 –Present  Oversee all sales and operation functions within the equipment finance, working capital and premium finance departments. Responsible for reaching sales goals, implementing sound risk management procedures while exceeding profitability goals. |
|  | Equipment Finance Manager, Sales  NCMIC Finance Corporation, Clive, IA  August 2010 – April 2016  Responsible for direct oversight of all sales related functions. As sales manager, the equipment finance department exceeded sales goals each year. |
|  | Business Development Manager  NCMIC Finance Corporation , Clive, IA  January 2008 – August 2010  Responsible seeking out and establishing equipment finance referral relationships. Within this role I was successful at exceeding all set sales volume goals. |
|  | Account Manager  NCMIC Finance Corporation, Clive, IA  January 2004 – January 2008  Responsible for executing individual finance transactions from quote to close while reaching desired yield objectives.  Youth Specialist  Iowa Homeless Youth Centers, Lighthouse, Des Moines, IA  January 2004 – March 2006  As a Youth Specialist I had the opportunity to work with young women that were either pregnant or parenting and unable to live in a suitable home environment. The goal of the program was to help these young women complete their education, find employment and learn the necessary life skills to thrive as adults. |
| Education | BA Business Administration  Upper Iowa University, Des Moines, IA  December 2015 , Cum Laude  **Certified Lease and Finance Professional (CLFP) Designation** |
| Associations | Risk Management Association, Member  RMA Women in Finance, Committee Lead  Equipment Lease and Finance Association, Member |