

IDENTIFICATION OF PROJECT PERSONNEL:

Team Member



Jeffrey G. Samuels

Business Development Professional

Education:

General and Business Studies, College of the Canyons, Valencia, CA, 1988
Business Administration, San Diego State University, San Diego, CA, 1990

Professional Credentials:

Jeffrey G. Samuels joined the ranks of **CivilWorksInc** in September, 2007, as Business Development Professional, and seasoned professional in sales and customer management. Although born in California, he moved to the Las Vegas area in 1999 for a job transfer and decided to call it home.

Prior to joining **CivilWorksInc**, Jeffrey has been a Senior Loan Officer for DHI Mortgage since April, 2005, where he was personally ranked “#1 in customer satisfaction” amongst all the U.S. sales representatives. He was also recognized for the leading in-house sales retention program. As a loan officer, he established new lender relationships and identified sales opportunities.

Earlier, at Windsor Capital, Jeffrey held the position of Sales Manager/Investment Banker from 2003 to 2005. He managed the office sales production while maintaining the top position in personal sales. Jeffrey generated sales through new client marketing and leveraging existing realtor relationships. He was also instrumental in creating new lender alliances as well as, new business relationships.

From 1993 to 2003, Jeffrey started as store manager and quickly advanced to become Manager of Commercial Sales for Leslie’s Poolmart, winning the “Commercial Sales Manager of the Year” award in 2000, 2001, and 2002. While there, he identified and secured new corporate accounts through cold calling and networking efforts. He prepared and presented professional sales presentations to engineering and purchasing management. He influenced the bid/proposal process through relationships, maximizing sales opportunities.

Being ambitious at an early age, Jeffrey worked temporarily for the Tony Robbins Marketing Group, doing in-house mailings while still in high school, and became a Real Estate Appraiser while attending college.

As Business Development Professional, Jeffrey will provide new client opportunities for **CivilWorksInc**. His previous history of superior client satisfaction made him the perfect choice for this position.

Areas of Experience:

Business Development
Customer Service
Finance
Mortgage Lending
Proposal Development
Sales & Marketing Management