

John L. Glankler

Roswell, GA 30075 | (404)431-2539 | jglankler3@gmail.com

Commercial equipment finance professional with a strong track record of success in challenging assignments. Started as a collection and credit analyst and progressed to Senior Vice President. Extensive experience in business management including credit account remediation, sales, training and operations. Enjoy one-unit sales to multi-million dollar transactions. People skills include building strong client relationships, bringing diverse support groups together as a focused team and identifying talented high potential employees. Solicit both client and employee feedback in order to improve business performance.

Key Competencies

- Sales/Business Development
- Account Management
- Territory Management
- Staffing
- Managing employees and helping them to succeed/progress

Professional Experience

FLINT EQUIPMENT COMPANY

2015 TO 2017

- Finance/Credit Officer for the company. Responsibilities include: Portfolio Management and Control; Documentation for all finance products; Work closely with John Deere Credit as well as outside vendors.

PEOPLE'S UNITED EQUIPMENT FINANCE, INC.

2003 TO 2015

- Sales Manager for the State of Georgia; also cover portions of Alabama and East Mississippi. Responsible for sales and portfolio management.
- Top Sales Manager in the last full economy with \$18 million in annual sales.
- With the slow economy, managed all accounts with no losses.
- Established strong relationships with Dealers and 1,000 plus end users.

CITICAPITAL COMMERCIAL CORPORATION

1981 TO 2003

I had the opportunity to serve in various positions and in various states with this company, formerly known as Associates Commercial Corporation.

- **Senior Vice President and Branch Manager in Addison, Texas from 2002 to 2003.** Responsible for 7 states and 34 employees. Our operation consistently produced new volume at the top of our division.

- **Senior Vice President and General Manager of the Commercial Service Center Irving, Texas from 1997 to 2002.** Served as General Manager supporting \$15 billion portfolio. Responsible for payment centralization/processing, insurance follow up, lien perfection, document control, Xpress Credit data entry, accounts payable. Successfully centralized all commercial customer payments into one centralized location.
- **Vice President and Branch Manager in Orlando, Florida from 1991 to 1997.** Managed 5 sales representatives and 8 staff for the State of Florida. Pioneered machine tool and aircraft finance for the division. Grew outstandings from \$60 million to \$190 million. Consistently in top rankings for earnings, expense control, growth, portfolio control and employee retention. Kept audit ratings of “Excellent”.
- **District Sales Manager in Rochester, New York from 1989 to 1991.** Responsible for a territory that included Albany, Buffalo, Rochester and Syracuse, New York. Top Sales Manager for the Region; consistently exceeded sales budgets. Utilized as the sales trainer for the sales force in the Northeast.
- **Assistant Vice President and Branch Manager in Kansas City, Missouri from 1987 to 1989.** Managed the territory covering Kansas, Missouri, Nebraska and Iowa. Closed the company’s first Revolving Line of Credit. Doubled branch outstandings in two years.
- **District Sales Manager in San Francisco, California from 1985 to 1987.** Managed the Bay Area, San Jose to the Oregon border and east to Sacramento. Top insurance salesperson in California. Closed the company’s first residual lease product west of the Mississippi. Recognized as a member of the top 10 commercial salespeople in 1986.
- **Branch Credit Manager in Sacramento, California from 1983 to 1985.** Assisted in due diligence on several national accounts. Obtained and kept audit ratings of “Excellent”.
- **Branch Credit Manager in Denver, Colorado from 1981 to 1983.** Assisted in the creation and staffing of the Salt Lake City and Albuquerque Branches. Obtained and kept audit ratings of “Excellent”. Helped to manage this territory when oil and gas exploration ceased.

GENERAL ELECTRIC CREDIT CORPORATION

1976 to 1981

- Commercial Credit Analyst in Atlanta, Georgia supporting four salespeople. Assisted in liquidating returned inventory. Management Trainee from 1976 to 1978.

EDUCATION

- University of Georgia, History, A.B., Pre-law, 1974
- Integrity Coaching, Bill Grimes and Associates
- Integrity Sales, Bill Grimes and Associates
- Graduate of Leading the High Performance Sales Organization, Edwin Cox School of Business, Southern Methodist University
- Graduate of AED’s Management Development Program, Texas A&M
- Graduate of Associates Commercial’s Leadership Challenge II
- Graduate of Communispond, Inc.’s Effective Presentation Skills
- Creative Leasing, Advanced Structuring Seminar

AFFILIATIONS

- GUCA (Georgia Utility Contractors Association, Inc.)-active member since 2003
- RUMC (Roswell United Methodist Church)- Job Networking Program since 2009