

MICHAEL GALAN

OBJECTIVE

To obtain a position with a profitable business where I can maximize my years of experience in the credit and collections environment.

WORK EXPERIENCE

Pinnacle Capital - Loss Mitigation Specialist

May 2006 – Present

- Workout resolution on pre- and post charge off equipment finance agreements and equipment leases. Reduced company losses through settlements, structured repayments and equipment sale.
- Credit Manager-Reviewed credit applications for business equipment lease agreements from multiple broker sources utilizing credit bureau reports, business credit reports and financial statements.

Oce Financial Services - Collector

2006 – 2006

- Temporary assignment as a collector through an agency while I was between jobs. Responsible for the resolution of delinquency on the high balance portfolio.

Adams, Cooper & Marks - Collections Manager

2003 – 2006

- Manager of commercial collections staff whose clients included businesses as large as Fortune 500 companies as well as smaller organizations.. Responsible for training staff, monitoring and improving collection recovery rates, as well as interaction with clients. Some of my accomplishments as a result of training the staff included improving our recoveries for insurance clients to make our firm the number one agency that they used, A+ ratings from 2 of the largest financial clients two years in a row.

American Express Business Finance - Collections Manager

May 1996 – February 2003

- Collections Manager -My responsibilities include supervising, coaching, training and evaluating the employees to ensure long-term tenure and development of the employees as well as project development with upper management.
- Fraud Investigator-Primary investigations into possible lease/loan fraud which may have involved identity theft, fraud vendors, undisclosed sale/leaseback, etc.

Solopak Pharmaceuticals - Senior Collector

January 1995 – February 1996

- Collection and relationship management of receivables as it related to the 5 largest wholesalers that did business with Solopak. During this period, I devised a comprehensive reporting package for these wholesalers to audit and reconcile in regard to any open or unidentifiable receivable items due

Solopak. I was responsible to help train the other collectors to use this process when dealing with the organizations that they were responsible to maintain.

Racal Datacomm -Associate Staff Accountant

January 1992 – February 1996

- Primary responsibilities include General Ledger reconciliation, Bank Account reconciliation and account analysis. Worked on a special team that was working on a project that utilized mainframe applications and software interface to create a user friendly and error free environment.

American Express - Collector/Fraud Loss Avoidance

1991 – 1996

- Collected on delinquent charge card products and credit analysis. My responsibilities included minimizing delinquent exposure as well as making decisions on the card member's willingness and ability to maintain a current status on their obligations. Determining if any further action was necessary by the company in order to minimize the possibility of loss.
- Fraud Loss Avoidance Group- Determining if recent activity on card member's products might have been done without the card members knowledge or authorization.

First Interstate Portfolio Lending Services Inc- Stock Loan Officer

1983 – 1990

- Responsible for stock loan transactions between various brokerage firms involving stock positions held in trust by state and county pension accounts. This would involve negotiations of rebate payable to the brokerage houses as well as the investment of the proceeds in interest bearing accounts.

REFERENCES

Gladly furnished upon request