

Richard G. Morrill

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Credit / Collections / Leasing Professional

Senior Manager with extensive background and thorough knowledge of credit processes, collections, contract compliance, auditing, operations, sales and finance. Exceptional organizational, analytical, and managerial skills.
Areas of expertise:

- Developed and organized credit and collection programs, policies and procedures
 - Implemented operational and strategic policies
 - Implemented and enforced credit and collection policies
 - Negotiated and reconciled retail customers' disputes
 - Reconciled inventory deductions and chargebacks
 - Proven ability to effectively interface with all levels of management
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Professional Experience

EAST WINDSOR REGIONAL SCHOOL DISTRICT • East Windsor, New Jersey, (2002-Present)
Substitute Teacher, Hightstown High School

Teaching high school level mathematics, business, history, science and English on an as needed basis.

HEARTLAND PAYMENT SYSTEMS • Princeton, New Jersey, (1998-2001)
Vice President, Leasing

Hired to start up new leasing division. Built start-up division from 89 accounts to more than 5000 in 3 years. Increased leasing volume from \$80,000 to more than \$5.0M in 3 years.

- Developed operating policies and procedures.
- Implemented and enforced new credit and collection policies.
- Reconciled retail customers' delinquent accounts.
- Created customer service policies, employee training manual, and retail leasing programs for sales force.

MERRILL LYNCH & CO. • Princeton, New Jersey, (1992-1994, 1996-1997)
Sales Consultant

Retained by company on a project-by-project basis.

- Reviewed and analyzed data for client accounts.
- Audited client portfolios for accuracy.

ASSOCIATES COMMERCIAL CORPORATION • Dallas, TX, (1994-1996)
District Sales Manager, Southern New Jersey/Eastern Pennsylvania

Designed and implemented strategic sales and marketing plans for retail/commercial accounts. Negotiated and closed transactions. Created and presented leasing and sales training seminars on retail financing.

- Increased volume from \$6.1 million in 1994 to \$9.2 million in 1995.
- Achieved 87% volume through direct sales effort.

Professional Experience Continued

SECURITY PACIFIC HOUSING SERVICES, INC. • Exton, Pennsylvania, (1990-1991)

Region Manager

Managed \$130 million retail/wholesale portfolio for over 200+ dealers.

- Reorganized credit, collection, purchasing, inventory, and title departments.
- Increased dealer base 13% while reducing delinquency rate from 2.6% to 1.85%.
- Reconciled inventory and facilitated liquidation of \$8.0 million inventory portfolio without any losses.
- Decreased outstanding delinquent titles by over 300 units.
- Slashed funding approval time in half.

CITICORP NORTH AMERICA • Rye, New York, (1989-1990)

Assistant Vice President/Region Manager

Managed sales and marketing of retail/wholesale programs for 13 states.

- Improved sales volume to number one region by increasing sales from \$724,000 to over \$9 million in less than 9 months, while maintaining a less than 2% delinquency rate.
- Attained 100% dealer participation in manufacturer's programs.

FIATALLIS NORTH AMERICA, Inc. • Cranbury, New Jersey, (1985-1989)

Finance Supervisor

Managed \$48+ million in corporate assets.

- Slashed delinquency rate from 21% to 3%.
- Reorganized credit and collections, policies and procedures.
- Implemented and enforced new credit and collections policies.
- Decreased aged inventories, SOTs, and chargebacks to the lowest in the country.
- Created region's first fleet rental program.
- Established captive retail financing program with one of the countries largest banks.

Related Experience

CREDIT ALLIANCE CORPORATION
C.I.T. CORPORATION
GE CAPITAL

Education

B. A. Economics and Mathematics
Monmouth College • Monmouth, Illinois