

Stuart R. Jablonski

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Summary

Results driven professional with sixteen years of progressive experience in commercial and consumer credit lending. Particularly skilled at developing relationships with peers, clients and sales professionals. Principal strengths & skills include:

- | | | |
|---------------------------|------------------------------|-------------------|
| * Effective Communication | * Leadership | * Time Management |
| * Training & Mentoring | * Ability to Adapt to Change | * Organization |

Professional Experience

LPI Healthcare Financial Services, Inc. – Marietta, GA

June, 2010 – November, 2012

Sr. Credit Manager – Marietta, GA

Conduct review of all credit transactions submitted by a network of financial services brokers, consultants, equipment vendors and direct customers. Interface with all levels of the organization to gather specific details that would ensure the maximum approval ratios available from designated funding sources. Maintain relationships and communication with brokers and funding sources in order to establish efficiency and continued dialogue. Protect the interest of not only LPIH, but all funding sources by being constantly vigilant of fraud. Lastly, oversee the creation, preparation and revision of new and updated credit procedures with LPIH.

Broker Relations Manager -

Maintained existing broker relationships while developing new broker clients; Assisted brokers by providing updated program information; Direct assistance with credit submissions; Assisted sales team by providing new lead generation through various sources, including LinkedIn and other methods, and updating existing client information;

Marlin Leasing Corporation - HQ: Mount Laurel, NJ

September, 2000 – May 2009

Credit Team Leader – Southeastern Division – Johns Creek, GA

Supervised a small group of Credit Analysts by ensuring credit processes were delivered successfully. Facilitated ongoing training via transaction auditing and providing real time feedback. Assisted upper management with mentoring, recruiting and evaluating other credit department employees. Developed strong relationships with the division sales department by assisting with the launch of new programs, improving efficiencies and ensuring open communication. Utilized credit expertise to decision commercial credit applications in various industries with eighty different equipment types. Reviewed and rendered credit decisions for prospective business partners. Successfully managed asset quality and fraud prevention, while working with the sales team to increase volume opportunity. Ensured loan/lease documentation and funding packages were completed and accurate according to bank policy.

- Instrumental in managing the Southeastern Division's portfolio of \$272MM & Maintained personal portfolio of \$110MM
- Member of Managing Operating Committee with a Communications initiative (2008)
- Member of Commandants Club (2007-2009) recognizing top Credit Analysts and leadership in the Credit Department
 - Increased single signing authority to \$60K, with dual signing authority up to \$250K
- Worked with sales team and business partners to increase knowledge of various industries
- Top company performer in processing the highest number of credit applications
- Received "Fraud Award" for assisting management in identifying suspicious activity accounts
- Proficient in Dun & Bradstreet, Paynet, Corporate Commissions, Experian Business, Business Credit USA, Lexus Nexus, Equifax Consumer Bureaus, Experian Consumer Bureaus & Trans Union Consumer Bureaus;
- Experienced working with Infolease, Microsoft Office and Scorex Software;

Sears, Roebuck & Co. – HQ: Hoffman Estates, IL

August, 1996 – September, 2000

Escalation Manager/Help Desk – Sears Regional Credit Card Operations Center - Tucker, GA

Established strong customer relations by receiving escalated customer calls with complex issues. Assisted the training department and customer service management with employee development. Monitored call quality and compliance of all associates to achieve high customer service standards. Additional responsibilities included processing credit card applications, authorize customer credit approvals and handle customer questions and complaints.

Education

Georgia State University – Atlanta, GA

May, 2000

BA History

- GPA: 3.60 Cum Laude
- Sigma Phi Epsilon Fraternity – VP of Recruitment (1995-1997)