

James R. Britton

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Education

2006-Present

National University of Ireland Galway

Higher Diploma in Economic Science
M.A. in Economic and Environmental Modelling

- Focus on Economic and Environmental Policy with a desire to work in the public sector

2003-2006

Washington University in St Louis, MO

B.S. in Managerial Economics, May 2006

1996-1999

Purdue University West Lafayette, IN

Coursework: Computer Technology and Organizational Leadership & Supervision

Relevant Coursework

Economics

Income and Employment Theory, Price Theory, Real Estate Investments, Economic Statistics, Calculus, Money & Banking, Econometrics, Public Economics, Game Theory, Regional & Urban Economics, International Economics, Methodology of Economics, Economics of Technological Change

Administration

Organizational Behavior, Financial Management, Corporate Financial Management, Corporate Accounting, Professional Writing, Speaking, Presentation, Web Design

Experience

2006

AT&T Yellowpages.com

Search Engine Solutions and Web Display Advertising Sales

- Responsible for Arizona, Missouri and California markets for sale of web display ads and search engine marketing solutions to current and new customers

2006

Charter Communications

Telephone Sales Specialist

- Responsible for launching telesales of cable telephone service and cross-sales of high speed data, video and ancillary products and services in new key market areas
- Performed at the top tier of marketing team in terms of units and revenue

2005

National City Bank

Home Equity Specialist

- Marketed home equity loans and lines to home improvement dealers, financial planners, and law firms
- Fostered relationships with commercial banking sales team and network bank branches in district

2002-2005

CitiMortgage, Inc.

Mortgage Consultant, Smith Barney Home Loan Program

- Independently established and managed home lending relationships with 230 Smith Barney financial consultants in all 13 North Carolina Smith Barney branches
- Marketed via telephone a wide array of first mortgage products and cross-selling of Citibank home equity products to Smith Barney clients on a referral basis
- Achieved over \$30,000,000 in loan closings in 2003

Computer Skills

Mac OS X, MS Word, Excel, PowerPoint, Outlook, Access, EndNote, STATA, W3C standards-based web design using XHTML, CSS, MySQL, PHP

References available upon request