



David Springer

500+
connections

Sales, Finance, Internet & Hospitality
Background | Sales & Earnings Producer |
Always Interested In New Opportunities
Mount Airy, Maryland | Marketing and Advertising

Current	First Guaranty Advertising
Previous	Sovereign Funding Group, Carteret Mortgage Company, Fort Thomas Hotel & Resort
Education	Concordia University
Recommendations	4 people have recommended David
Websites	Company Website

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Summary

I am currently the President of First Guaranty Ads.

My Specialties include ►

- ★ Sales (Specialties In Financial Products and Internet Technologies)
- ★ Managing Financial Companies
- ★ Search Engine Optimization (Ranking Websites Highly In Google) & Pay Per Click Advertising
- ★ Structured Settlement & Asset Factoring
- ★ Loan Origination, Mortgage Broker
- ★ Hotel Management & Event Planning
- ★ Life Insurance, Financial Planning
- ★ EXTREMELY STRONG GRASP OF COMPUTERS, THE INTERNET, TELECOMMUNICATIONS, ELECTRONICS. (DEGREE FROM VANIER COLLEGE IN ELECTROTECHNOLOGY)

My key Expertise are ►

- Conflict management ► I seek mutual win-win outcomes while achieving personal objectives.
- Consultative ► an advisor; assist & help managers achieve success; able to connect strategy & activities.
- Courage ► confident in making difficult decisions and takes action.
- Creative ► can think beyond traditional methods, an idea generator
- Execution focused ► goal oriented; satisfaction from doing, achieving and excelling
- Methodical ► procedural and process focused; can develop a plan for execution
- Relationship Management ► able to foster relationships; values how others might perceive them

My Key Achievements ►

- ✓ Has Sales Experience in Life Insurance, Loan Origination/Mortgage Broker & Financial Products.
- ✓ Has Always Excelled in any sales related job he has been involved in.
- ✓ Has been the General Manager of a 64 room 10 acre resort in the Caribbean.
- ✓ Has Managed Events requiring food, beverages and entertainment for over 5000 guests.
- ✓ Has Owned and Managed a Factoring Company that had 62 Million in sales.
- ✓ Has a University Education with a Major in Finance and a Minor in Marketing
- ✓ College Degree in Sciences (physics, chemistry) and ElectroTechnology technician.

I love connecting and meeting new people! Please feel free to contact me if you need further information at David@TheSpringers.us

Find a different David Springer



Example: [David Springer](#)



David Springer
Senior Software Developer at Unity
Technologies
United States



David Springer
President & CEO Cayenne Medical
United States



David Springer
COO Solar Materials at SunEdison
United States



David Springer
Creative Director at Springer Studios,
LLC
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EXPENSE**President**

First Guaranty Advertising

September 2013 – Present (3 years) | Baltimore, Maryland Area

HIGHLIGHTS ▶

- ✓ In a 3 year period started up an SEO company currently serving 12 full-time Fortune 1000 clients.
- ✓ Increased client SEO revenues by an average of 70% over a 2 to 3 year period.

COMPANY PHILOSOPHY ▶

- ✓ The SEO industry has gotten a negative reputation over the past several years for telling prospective customers whatever they want to hear.
- ✓ FGA manages a small group of clients with the ultimate goal of providing our clients with a level of service that consistently exceed their expectations.
- ✓ First Guaranty Ads approach is to keep a small core group of clients from industries that we already have experience with and know what to expect from the competition.
- ✓ Understanding the industry and the competition allows FGA to quickly prove ourselves and focus on a blend of creating a content strategy based on what the prospect really needs in order to outperform in their marketplace.

Responsibilities ▶

- ✓ Execute tests, collect and analyze data, identify trends and insights in order to achieve maximum ROI in paid search campaigns
- ✓ Track, report, and analyze website analytics and PPC initiatives and campaigns
- ✓ Optimize copy and landing pages for search engine marketing
- ✓ Perform ongoing keyword discovery, expansion and optimization
- ✓ Research and implement search engine optimization recommendations
- ✓ Develop and implement link building strategy
- ✓ Work with the development team to ensure SEO best practices are properly implemented on newly developed code
- ✓ Work with editorial and marketing teams to drive SEO in content creation and content programming
- ✓ Recommend changes to website architecture, content, linking and other factors to improve SEO positions for target keywords.

CEO

Sovereign Funding Group

September 2006 – August 2013 (7 years) | Washington D.C. Metro Area

HIGHLIGHTS ▶

- ✓ Over a 7 year period purchased in excess of 500 client's structured settlements and annuity contracts valued at over \$62 million dollars.
- ✓ As a Better Business Bureau Accredited Company Maintained a Perfect A+ Record with 0 Customer Complaints.
- ✓ In early 2013 SFG was contacted by a group interested in buying the company. SFG was sold in mid-2013 and it's assets were merged into the buyers existing operations.

SUMMARY ▶

- ✓ Managed the operations of a structured settlement factoring company. Provided overall leadership, guidance, and direction to all staff members with the ultimate goal of providing our clients with a level of service that consistently exceeded their expectations.

PRIMARY RESPONSIBILITIES ▶

- ✓ Developed and executed a core market strategy to increase retail volume and market share.
- ✓ Provides strategic direction, business plans, and oversight to ensure the company is maximizing retail production, while maintaining efficient and accurate operations.
- ✓ Create and maintain a positive employee morale.
- ✓ Kept up-to-date on industry and competitor developments. Anticipated if market developments required the company to modify its products, policies, procedures or underwriting requirements.
- ✓ Acted as a liaison between the client and sales or administrative staff whenever necessary.

Mortgage Broker

Carteret Mortgage Company

May 2000 – October 2006 (6 years 6 months)

✓ Ranked in The Top 100 For Sales Volume Nationwide 3 Times Over A 6 Year Period. Carteret Mortgage operated in all 50 states, including Washington, D.C., with over 2000 mortgage brokers.

SUMMARY ▶

✓ Responsible for working on behalf of the mortgage lender and borrowing individual by assembling and verifying all closing documents required by title insurance company and initializing loans.

PRIMARY RESPONSIBILITIES ▶

- ✓ Work with various lenders to find the best deal for a home buyer.
- ✓ Originate loans to sell to lending institutions.
- ✓ Act as an intermediary between a lender and a borrower who needs a mortgage loan.
- ✓ Evaluate pay stubs, credit history, tax information and bank statements for financial status.
- ✓ Work to ensure compliance with banking and or finance laws in the jurisdiction of the consumer.
- ✓ Sell loans in the name of other organizations and businesses.
- ✓ Verify the income of the borrower as well as gather their credit information.
- ✓ Follow through with lender and client during approval process.
- ✓ Explain the legal aspects of the loan to the borrower as well as the payment terms and clauses to them.
- ✓ Define repayment terms to consumer and educate them on default consequences

General Manager

Fort Thomas Hotel & Resort

March 1994 – December 1999 (5 years 10 months)

HIGHLIGHTS ▶

- ✓ Managing & Hosting The 1st & 2nd Annual St. Kitts Music Festival.
 - Preparing food, drinks and festival setup for 5000 guests over 3 nights.
 - Hosting the performers, their entourage and requirements during their stay at the resort.
 - Billboard Magazine link (<http://bit.ly/2a7pwTd>) discussing 40,000 attendees for the 20th anniversary in 2016.

SUMMARY ▶

✓ Managed the operations of a 64 room resort on 10 acres in a diverse 3rd world country keeping the focus on the client and customer services, entrepreneurship and building and growing a strong business ethic.

Primary Responsibilities ▶

- ✓ Effectively communicate with each team member and coordinate the operation of each department.
- ✓ Be involved in all new hires and make sure that proper training takes place for each associate.
- ✓ Set and monitor ongoing written action plans for each department to maintain high standards of cleanliness, guest service, facilities maintenance, and overall profitability.
- ✓ Monthly forecasting of operating staff labor and property expenditures. Monitor sales pace daily and adjust to changing conditions to keep revenues high and expenses in line.
- ✓ Review and approve all expenses in all departments.
- ✓ Conduct performance appraisal and personal development plans for management staff. Identify successes and substandard performance of individual managers and outline improvement action.
- ✓ Through leadership and example, establish a friendly, courteous, service-oriented approach to guests that is exhibited by all hotel employees.
- ✓ Assure that all Company policies and procedures are fully implemented throughout the hotel.

Galas/Functions/Weddings/Festivals ▶

Hosting the St Kitts and Nevis Labour Party Gala - Management was given five days notice of the event along with the menu and drink requirements for the 3000 people that would be attending.

Financial Planner

Freedom 55 Financial

January 1991 – February 1994 (3 years 2 months) | Montreal, Canada Area

HIGHLIGHTS ▶

In each of my three years at London Life won the award as top salesperson every year. The office had 20+ well seasoned sales people.

SUMMARY ▶

financial security planning process, financial security advisers associated with freedom to financial help clients meet their individual, family and business goals. We have almost 2 million clients across Canada.

Daily Functions ▶

- ✓ Relationship management and primary contact for advisers, third party providers, other departments and outside companies
- ✓ Daily contact and communication via telephone, email and faxes with a defined group of clients such as: advisers, associates, national accounts etc
- ✓ Key liaison between the adviser, the underwriter and the new business technician for non-risk related issues.
- ✓ Internal contact with other New Business roles, such as Data Entry and Administration
- ✓ Researches and consults, as required, to resolve field inquiries.
- ✓ Provides status updates and follow-up communications, as required
- ✓ Coordinates changes to applications, coverage and product, when requested
- ✓ Provides business and technical knowledge for Life, DI and CI applications, including corporate, provincial and federal compliance requirements
- ✓ Provides guidance re: age and amount requirements
- ✓ Manages closing-out of pending and issued files with outstanding requirements (follow-ups)
- ✓ Navigates multiple vendor websites to investigate inquiries related to evidence
- ✓ Troubleshoots escalated inquiries from the New Business Technician role
- ✓ Search Client Cash Management data for payment inquiries.

Skills

Investments Finance Sales Marketing Management Financial Services

Sales Management Sales Operations Structured Settlements

Coordination & Organization Leadership Executive Management Communication

Entrepreneurship Strategy [See 29+](#)

Education

Concordia University

Bachelor's Degree, Bachelor of Business Administration (BBA) - Major in Finance - Minor in Marketing, 3.1 GPA
1988 – 1991

Finance is a competitive program in which you acquire the skills to manage money and practice making decisions that affect the future of corporations, communities and investors. As a Finance student, I learnt to:

- ✓ Understand the way money appreciates over time
- ✓ Analyze investment opportunities
- ✓ Develop financing alternatives
- ✓ Weigh risk factors to build wealth responsibly

Vanier College

Associate's Degree, Electrotechnology Technical Certificate (2 yrs.), B+
1983 – 1988

Associate's Degree in Pure & Applied Sciences (1985-1988)
Technical Degree in Electrotechnology (1983-1985)

FATHER McDONALD HIGH SCHOOL

High School, High School/Secondary Diplomas and Certificates
1979 – 1983

Senior Editor - Yearbook - 1982

Activities and Societies: In 1999 Father McDonald Comprehensive High School changed its name to LaurenHill Academy.

Interests

Anything computer or electronic related cryptocurrencies (Bitcoin Litecoin etc)

travelling scuba diving soccer and aquariums.

Languages**English****Certifications****Mutual Funds License Course (IFIC)** ▶**Volunteer Experience & Causes****Assistant Den Leader**

Boy Scouts of America

January 2014 – Present (2 years 8 months) | Children

Assistant Cub Scout den leaders work directly with Cub Scouts and their parents/guardians to execute the Cub Scouting program.

Opportunities David is looking for:

- Joining a nonprofit board
- Skills-based volunteering (pro bono consulting)

Recommendations

A preview of what LinkedIn members have to say about David:

“ Normally I don't write testimonials, but I felt like I had to share my experience with Sovereign Funding Group. I got my first quote to sell my structured settlement

[See more](#)

“ As I was searching for a professional in mortgage industry, I came across David as a referral from a well trusted colleague. Personally, I am very particular, and I

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Groups

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