



Recruiting

Search for actions or people



PAIGE SHOEMAKER (00899502)

Job Requisitions Preferences

# COMMISSIONER OF FINANCIAL REGULATION - 43004009

(37902)View Details

Job Postings (1)

Status : Open

Hiring Manager : SHERRI BRALEY

Age : 0d

Talent Pipeline Hide Talent Pipeline

View active candidates (28)

View all candidates (29)

Forwarded 0	Invited To Apply 0	New 28	Review 0	1st interview 0	2nd Interview 0	Offer 0	Ready to Hire 0
----------------	-----------------------	-----------	-------------	--------------------	--------------------	------------	--------------------

Candidates :View all candidates (29)

Action 0 Selected

Filter Options

Enter Applicant Name

- Name
- George Schwyzar
- Gwynn Vrostek
- Jaclynn Cusell
- Jay Fant
- Kevin Rosen
- KRISH Marivada
- Linda Bonvicini
- Linda Charly
- Lonnie Salimone
- Michael Stevens

## Michael Brock Stevens (External Candidate)

615-974-3277 mbrockstevens@gmail.com Cover Letter Resume

### Application

\* Status: New

Country: United States

Attachments to be included in all Job Submissions: Submission Attachments 0 attached

Attachments Added After Submission [Attach a document](#)

Vacancy Source: Job Seeker Website

Relatives: To your knowledge, do you have any relatives working in this agency? No

Right To First Interview Not Applicable  
If you responded yes to the above statement, attach a copy of your official layoff letter applying for this vacancy.

Veteran Status None of the Above

ARE YOU CURRENTLY EMPLOYED WITH THE AGENCY TO WHICH YOU ARE CURRENTLY APPLYING? No

HAVE YOU RECEIVED A PROMOTIONAL APPOINTMENT WITHIN THE CAREER SERVICE, SUBSEQUENT TO ACTIVE MILITARY SERVICE, WITH THE AGENCY TO WHICH YOU ARE APPLYING? No

People First Initial VP Review No Selection

People First Eligible VP Category (if different) No Selection

Agency Final VP Eligibility Review No Selection

Agency Final VP Category Determination No Selection

### Background Information

A "yes" answer to these questions will not automatically bar you from employment job-relatedness, severity, and date of the offense in relation to the position you are considered. [see 112.011, F.S.]

No

Have you ever been convicted of a felony or a first degree misdemeanor ?

If yes, what were the charges ?

Where ? (City/State)

Date

Have you ever pled nolo contendere or guilty to a crime which is a felony or a first degree misdemeanor ? No

If yes, what were the charges ?

Where ? (City/State)

Date

Have you ever had the adjudication of guilt withheld for a crime which is a felony or first degree misdemeanor ? No

If yes, what were the charges ?

Where ? (City/State)

Date

### Signature

I am aware that any omissions, falsifications, misstatements, or misrepresentation disqualify me for employment and, if I am hired, may be grounds for termination. I understand that any information I give may be investigated as allowed by law. I consent to the release of information about my ability, employment history, and fitness for employment to employers, schools, law enforcement agencies, and other individuals and organizations for employment purposes. The consent shall continue to be effective during my employment. I understand that applications submitted for state employment are public information. I certify to the best of my knowledge and belief all of the statements contained herein are true, correct, complete, and made in good faith.

If applicable, Complete Qualifying Questions prior to submitting your application.

By checking this box, I certify that I have read and agree with these statements

Yes

Interview Result overdue interviews

#### Screening Details

In the State of Florida application you indicated that you are legally authorized to work in the United States, Are you one of the following: Citizen or National of the United States; Lawful Permanent Resident; Refugee; Asylee, or Temporary Resident (does not include non-immigrant visas such as F-1, J-1, H-1, etc.)? Yes

Will you now or in the future require sponsorship for No

**employment visa status (e.g. H-1B visa status)?**  
**Do you have at least five (5) years of responsible private sector experience working fulltime in areas within the subject matter jurisdiction of the Office of Financial Regulation within the previous ten (10) years?**

Yes

**If you answered "yes" to the previous question, please elaborate on your experience. If no, please respond N/A.**

I work for CIT Bank and work and with all state and federal financial regulations.

**Do you have at least five (5) years of experience as a senior examiner or other senior employee of a state or federal agency having regulatory responsibility over financial institutions, finance companies, or securities companies within the previous ten (10) years?**

No

**If you answered "yes" to the previous question, please elaborate on your experience. If no, please respond N/A.**

N/A

▼ **Periods of Employment**

**CIT Bank**

Financial Solution Specialist

1  
1

▼ **Details**

**Name of Employer\*** CIT Bank  
**Your Job Title\*** Financial Solution Specialist  
**Currently Employed\*** Yes  
**Start Date\*** 10/01/2016  
**End Date\*** MM/DD/YYYY  
**Hours Per Week\*** 60  
**Employer's Address** NA Jacksonville, FL  
**Supervisor's Name**  
**Supervisor's Phone Number**

**Duties and Responsibilities\*** \* Achieved and exceeded quarterly and annual volume goals year over year. \* Co-Managed Programs \* Goal Oriented and Organized \* Vendor Management & Contract Negotiation \* Workflow Coordinator \* Business Process Reengineering \* Customer Service Representative \* Global Finance and Trade Experience \* Processes new transaction from initiation through final adjudication, and communicating regularly with the originating vendor. \* Analyze titled & industrial equipment to verify it meets company standards. If the equipment does not meet within company standard guidelines, it is my job to show how the equipment's Unadjusted Fair Market Value would last the life of the loan/lease. \* Tasked with meeting monthly goals and service level agreements (SLA), while remaining within company risk rating guidelines and government policies. \* Responsible for the transactional side of real estate. \* Main point of contact with customer, vendors, and sales representative. \* Managed application process and work with functional areas (Credit, Operations, Pricing, Legal) to advocate for vendor and customer. \* Created accurate and complete documentation while ensuring all transactions meet minimum company yield and legal requirements. \* Educated vendors/partners and customers on company processes. \* Verified data for accuracy and complete while meeting quality and compliance checks; reviewed and released the purchase order to vendor. \* Contacted potential customers & dealers to discuss terms. \* Liaison for credit, risk, pricing and sales. \* Performed regulatory audit checks for any regulatory red flags. \* Provided final approval of all transactions for payment and

**Reason For Leaving\***  
**Your name, if different during employment**

pursuing other opportunities

C  
2  
0

**CIT Bank**

Relationship Specialist

> Details

**Tin Roof**

Sales / Management /Management Consultant

∨ Details

**Name of Employer\*** Tin Roof  
**Your Job Title\*** Sales / Management /Management Consultant  
**Currently Employed\*** No  
**Start Date\*** 08/01/2010  
**End Date\*** 08/31/2014  
**Hours Per Week\*** 40

**Employer's Address**

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

\* Encouraged and implemented teamwork along with strategies to ensure efficient higher sales by 100 to 200%. \* Created and implemented marketing strategies to consumer traffic by 100-200%. \* Maintained and operated sales liquor and food in Negotiated terms with suppliers in order to increase profits and operate at maximum pursuing other opportunities

**Reason For Leaving\***

Your name, if different during employment

C

**D & C Automotive, Walker Chevrolet**

Automotive Sales

∨ Details

**Name of Employer\*** D & C Automotive, Walker Chevrolet  
**Your Job Title\*** Automotive Sales  
**Currently Employed\*** No  
**Start Date\*** 05/01/2009  
**End Date\*** 08/01/2010  
**Hours Per Week\*** 40

**Employer's Address**

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

\* Created and implemented marketing strategies to increase consumer traffic by : Negotiated and ensured product transportation methods. \* Maintained and Opera vehicle inventory. \* Negotiated terms with suppliers in order to increase profits an maximum efficiency. \* Provided consumers with great new and used car buying e Utilizing full knowledge of how various vehicles worked mechanically and what be provided for the consumers to insure they were buying the vehicle best suited for pursuing other opportunities

**Reason For Leaving\***

Your name, if different during employment

C

∨ **Formal Education**

**University of Tennessee**

Knoxville

3  
09

∨ Details

**Name of School\*** University of Tennessee  
**Location\*** Knoxville  
**Start Date\*** 09/01/2010  
**End Date** 06/30/2014  
**Course of Study** Bachelors of Economics

**Degree Earned**                      Bachelors  
(transcripts may be required)  
**Credit Hours – Quarter**  
**Credit Hours – Semester**

C

- ▼ **Language Skills**  
There are no items in this section.
- ▼ **License, Registration or Certification**  
There are no items in this section.
- ▼ **Job-Related Training or Course Work**  
There are no items in this section.
- ▼ **Knowledge, Skills and Abilities**

▼ **Details**  
**Knowledge, Skills and Abilities**

C

Items per page : 10 ▼      Page  of 3

Copyright © 2018 SuccessFactors, Inc. All rights reserved. These online services are SuccessFactors confidential and proprietary and for use by authorized SuccessFactors customers only. [Show version information.](#)

## Michael "Brock" Stevens

13497 Sunstone St, Jacksonville FL 32258  
(615) 974-3277, mbrockstevens@gmail.com

### Business Professional

Business Economist with the desire to work hard for his company and the community. Graduate from The University of Tennessee Business Economics program and have spent the past three plus years working for CIT Bank, NA. Knowledgeable in finance, sales, marketing, management and applies the use of quantitative and qualitative reasoning. It is my goal to become a valuable asset that aligns with achieving key company objectives and increasing sales and profits; while maintaining and developing new concepts to ensure maximum efficiency.

### Qualification Highlights

- Bachelor's Degree in Economics
- Knowledgeable with Titled & Industrial Equipment (Miscellaneous to Light & Heavy Equip.)
- Business Professional
- Management Experience
- Problem Resolution Specialist
- Budgeting and Planning
- Cost Containment Programs
- Goal Oriented and Organized
- Vendor Management & Contract Negotiation
- Workflow Coordinator
- Business Process Reengineering
- Customer Service Representative
- Global Finance and Trade Experience

### Career History

#### Corporate Banking/Financing

October 2016 to Present – Financial Solution Specialist for Industrial Team

CIT Bank, NA Jacksonville, FL

- Achieved and exceeded quarterly and annual volume goals year over year.
- Processes new transaction from initiation through booking, which include obtaining credit information, interfacing with all company departments through final adjudication, and communicating regularly with the originating vendor and end user.
- Analyze titled & industrial equipment to verify it meets company standards. If the asset is not within company standard guidelines, it is my job to show how the equipment's Useful Life and Fair Market Value would last the life of the loan/lease.
- Tasked with meeting monthly volume goals and service level agreements (SLA), while remaining within company risk management guidelines and government policies.
- Responsible for the transactional side of relationships and is main point of contact with customer, vendors, and sales representative.
- Manage the credit application process and work with functional areas (Credit, Operations, Pricing, Legal, etc...) as advocate for vendor and customer.
- Created accurate and complete documentation packages, while ensuring all transactions meet minimum company yield and legal requirements are met.
- Educate vendors/partners and customers on company processes.
- Verify data for contracts were complete and accurate while meeting quality and compliance checks; review, approve, and release the purchase order to vendor.
- Contacted potential customers & dealers to negotiate terms.
- Liaison for credit, risk, pricing and sales.
- Perform regulatory audit checks and identify any regulatory red flags.
- Provide final approval of all transactions for payment and booking.

#### Corporate Banking/Financing

September 2014 to October 2016 - Relationship Specialist

CIT Bank, NA Jacksonville, FL

- Responsible for reviewing and understanding finance structures and contract terms.
- Trained in government policies & regulations for Financing as well as state and federal tax policies.
- Work closely with senior leadership to develop and implement new tools and strategies to increase effectiveness and efficiency.
- Analyzed and reconciled accounts through invoicing and payment records resulting in above average resolution rate.
- Ensured effective account management resulting in recovering over \$12.6MM of lost revenue.
- Interfaced with Sales, Operations and Finance departments to resolve invoicing, tax, collection and credit issues.
- Audited and maintained customer accounts to make sure term and profile accuracy.
- Monitored trends in customer financial status and payment events.
- Liaison with cash operations to research and reconcile payment issues.

## Michael "Brock" Stevens

13497 Sunstone St, Jacksonville FL 32258  
(615) 974-3277, mbrockstevens@gmail.com

### Career History Continued...

#### Hospitality Sales and Management

August 2010 to August 2014- Sales / Management /Management Consultant

*Tin Roof, New Amsterdam, Calhoun's*

- Encouraged and implemented teamwork along with strategies to ensure efficiency to achieve higher sales by 100 to 200%.
- Created and implemented marketing strategies to increase consumer traffic by 100-200%.
- Maintained and operated sales liquor and food inventory.
- Negotiated terms with suppliers in order to increase profits and operate at maximum efficiency.

#### Automotive Sales

May 2009 to August 2010-Sales/Marketing Associate

*D & C Automotive, Walker Chevrolet*

- Created and implemented marketing strategies to increase consumer traffic by 200%.
- Negotiated and ensured product transportation methods.
- Maintained and Operated sales and vehicle inventory.
- Negotiated terms with suppliers in order to increase profits and operate at maximum efficiency.
- Provided consumers with great new and used car buying experience. Utilizing full knowledge of how various vehicles worked mechanically and what benefits it provided for the consumers to insure they were buying the vehicle best suited for them.

### Education

University of Tennessee, 2010-2014

*Knoxville, TN*

Bachelors of Economics

### Selected Skills & Achievements

- Skilled in sales strategies, in both pursuing and closing potential buyers.
- Proficient in all Microsoft Office Computer programs.
- Expert in establishing and maintaining professional relationships with colleagues, vendors & consumers.
- Graduated from the University of Tennessee Business Program.
- Completed an extensive training program to learn about CIT, The Finance Industry, and Cooperate Responsibilities.
- Advanced-level skills in Autodesk, Revit, C++, Google sketchup, and Protocols.
- Constant drive to learn and master the craft of running a successful business.
- Novice in coding computer programs.

### Additional Information

#### PI KAPPA PHI FRATERNITY

- Participated in philanthropy events in Knoxville area.
- Organized and Lead in setting up events to raise funds for PUSH America.

#### TOASTMASTERS

- President
- Vice President of Education
- Worked with Corporate Executives to bring toastmasters to other CIT locations.
- Worked with all team members on setting and achieving their goals within the CIT Toastmasters Chapter.
- Responsible for maintaining the chapter website, and team organization.
- Lead and put together a recruiting leadership and speaking presentation within CIT.
- Placed 1<sup>st</sup> & 2<sup>nd</sup> in several speaking con-test within the CIT chapter.