

# STEVE TAYLOR

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LinkedIn: <https://www.linkedin.com/in/skiptraceconsultants>

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## SUMMARY OF QUALIFICATIONS

- Business Development
  - Contract Negotiation
  - Collection Management
  - RFI's & RFP's
  - Credit Risk Analysis
  - Compliance Audits
  - Market Analysis
  - Sales Management
- Manager and Founder of LinkedIn Credit and Collections Group and 10 other industry related groups
  - Appeared as a guest on numerous talk shows to discuss the impact of collections in the United States
  - Florida Licensed Private Investigator
  - Effectively led Social Media Marketing for multiple businesses to develop new relationships
  - Negotiated a contract with a new health insurance carrier saving \$10,000.00 per month in premiums
  - Increased collection recovery from \$500,000 per month to \$3,000,000 per month
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## PROFESSIONAL EXPERIENCE

### **Skiptrace Consultants, Inc., 2005-Present, President**

- Traveled nationwide to meet with prospective clients and attend industry trade show events
- Trained and developed new investigators and new sale representatives
- Authored skiptrace manual and collection proposals

### **Creditors Recovery Group, LLC, 2013-2014, Vice President**

- Hired and trained new collectors
- Created collection proposal, employee manual, and collection agreement

### **Microbilt Corporation, 2012-2013, Director of Sales Collection and Legal Verticals**

- Increased sales to the collection and legal vertical markets using LinkedIn
- Provided discounts to LinkedIn members thus increasing new accounts

### **Credit Counsel, Inc., 2011-2012, Vice President of Business Development**

- Developed a consumer collection clientele for this commercial agency
- Increased placements from 50 per month to over 1000 per month

### **Thompson & Associates, P.C., 2006-2011, Vice President of Business Development**

- Generated \$41B in receivables in 4 years. Collected \$15m annually.
- Awarded Top Performer four consecutive years for consistently exceeding goals, 2006-2010

### **Phillips & Cohen Associates, Ltd., 2002-2006, Skiptrace Manager**

- Developed a skiptrace unit and it generated over \$1.5m in gross recoveries monthly.
  - Trained collectors on new skiptrace techniques
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## EDUCATION

### **Bachelor of Science in Business Management and Marketing**

*Nova Southeastern University, Davie, FL*

### **Associate of Science in Paralegal Studies**

*Fort Lauderdale College, Fort Lauderdale, FL*