

# Lyndon Roach

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## Summary of Qualifications

An Entrepreneurial mindset accompanied by malleable intelligence for technical learning. A sixteen year experienced professional in Sales, including market research, marketing and lead harvesting. I am aggressive revenue generator and effective communicator whether by in-person presentation or telephonically. Target focused yet flexible enough to handle ad hoc undertakings to implement and execute solutions, moreover, strong teamwork abilities as well as a highly motivated Self-starter.

## Professional Experience

### **Petro Commodity Trading, LLC** | New York, N.Y.

2010- 2014

Account Associate/Client Liaison

- Researched Sellers, Buyers and/or Country's political and economic conditions for compatible transactional environment.
- Project managed over 40 accounts – Coordinated communication between Buyers and Sellers, verified completion of required procedures; including but not limited to negotiated Contract of Terms, Bank Commitment Letters, Proof of Product, Irrevocable Conditional Pay Orders, Refinery Commitment Letters
- Negotiated monthly minimum sale of 500,000 Tonnes of Diesel Fuel/300,000 Barrels of Jet Fuel.

### **Premier Funding** | Flushing, New York

2005 - 2010

ISO Partner

- Sold Merchant cash advance and credit card processing to small and medium-sized businesses.
- Comparative short analysis and quotes for prospective borrowing businesses.
- Negotiated initial and subsequent lending terms.
- 30% retention of prior business borrowers for second and third round funding.
- Revenue generated an average monthly funding of \$120,000 in new business.

### **Mint Music Corporation** | Brooklyn, New York

1997-2005

Owner

- Scouted and acquired Writers and Producers for multi-year contracts.
- Negotiated a minimum of 40 singular contract deals yearly; Negotiated a minimum of 3 Production deals yearly.
- Secured advance-fee Co-publishing contracts and advance-fee Mechanical royalty contracts on behalf talent and writer stream.
- Performed due diligence review of all contracts, riders and other documentation in conjunction with legal, creative and marketing departments.

## Internship

### **Energy Efficiency Analyst Internship** | New York, NY

2014

*Envirovolution | Win-Win Campaign*

- Completed a 80-Hour Energy Auditing training Course, focusing on the full spectrum of energy consumption efficiencies and lighting effectiveness.
- Qualified for ASHRAE Level 1 Auditing including Billing Analysis, Use and Rate Analysis.
- Conducted outreach program to small business owners under the SBDI platform; energy efficiency assistance services; energy site surveys and follow-up meeting(s).
- Concluded 37 small business ASHRAE Level 1 energy audits; assisted overall in 60 ASHRAE Level 1 energy audits facilitating businesses to identify Energy Conservation Measures as well as economic incentives through NYSERDA & Con Edison

## Education

### **Brooklyn College** | Brooklyn, NY

Major: Business Administration