

**Brian K. Collins**  
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**Glen Allen, VA 23059**

**Cell: (804) 399-3280**

**PROFESSIONAL EXPERIENCE:**

Virginia Tech

*(August 2014 to Present)*

**Professor of Practice, Sales**  
**Director of VA Tech Sales Center**

- Currently teach multiple classes each semester including Buyer/Seller Relationships, Advanced Professional Sales, Sales Force Management and Business Negotiations.
- Additionally manage field practicums and independent studies in the sales industry
- Serve as Advisor for the VT chapter of Pi Sigma Epsilon and served on national board 2014-2016
- Member of the University Sales Center Alliance (USCA) representing VT and its sales education goals
- Appointed as Chairman of Marketing/Communications for USCA (2016-2017)
- Managed the VT Sales Center from inception in 2014
- Secured over \$90K in corporate sponsorships since 2017
- Created first Sales Industry Board at VT and serve as academic chair.
- Recruit and train VT sales students to compete in national sales competitions

Yukon Group Inc.

*(September 2009 to February 2014)*

**SVP Sales and Training**

- Manage national and international sales for a negotiations and sales training company
- Master negotiator who is well versed in tactics, counter tactics, and sales strategies
- Experienced trainer teaching sales people how to properly negotiate in a collaborative fashion
- Increased sales over 100% through new business development
- Expert in finding collaborative solutions that benefit both the company and client
- Produced and executed sales plans to increase sales and branding

Clear Title, LLC

*(June 2008 to August 2009)*

**President and Minority Owner**

- Responsible for driving profitability of a start-up national title company
- Created corporate strategy, sales, marketing and compensation plans
- Interviewed and hired 50 new employees to support growth
- Grew open orders from zero in December 2008 to 3,000 in June 2009
- Served as President and Chief Sales Officer for the company

LandAmerica Financial Group, Inc.

*(July 2005 to June 2008)*

**V.P. National Agency Sales Manager**

**V.P. National Agency Account Manager**

- Managed National Agency Sales Team with \$200 million in Gross Premium sales
- Negotiated agency agreements spanning all 50 states
- Increased Net Revenue by 50% first quarter 2006 versus first quarter 2005
- Added 30 new customers with gross premiums in excess of \$50 million
- Accountable for growing market share by creating new relationships with competitor's agents as well as increasing existing relationships with current LandAmerica agents

LandAmerica Financial Group, Inc.

*(June 2002 to June 2005)*

**V. P. Mergers and Acquisitions**

**A.V.P. Mergers & Acquisitions**

**Manager Mergers & Acquisitions**

- Responsible for the valuation, negotiation, and integration of all title deals
- Responsible for the valuation and integration of non-title deals
- Personally negotiated and closed over \$200 million of acquisitions
- Acquisitions ranged in value from \$800K to \$100 Million
- Negotiated and closed approximately 40 title deals from 2003 to 2005
- Established procedures and guidelines for the integration of acquired companies
- Enjoyed a combined portfolio return on investment of approximately 17% after tax

Robert Half International

*(May 2000 to June 2002)*

**Branch Manager – Consulting Services**

**Division Director – Management Resources**

- Managed high level consultative and solution sales cycles
- Accountable for sales in excess of \$3 million per year
- Sold primarily to decision makers (CEO, CFO, COO, CIO and Directors)
- Led direct sales team in a call center sales environment
- Increased division sales by 200% in less than four months
- Improved gross margin by 150% in less than four months

Triangle Bank, Raleigh, North Carolina

*(February 1998 to February 2000)*

**Vice President - Retail Credit Administrator**

- Responsible for underwriting and sales promotion for all Retail Credit Products
- Created Home Equity Line Product and increased line amounts by \$40 million in 3 months
- Introduced Credit Scoring (Fair, Isaac) to the Bank and devised a decision matrix for all Consumer Loans and Small Business Loans
- Managed a \$460 million portfolio
- Acted as a Sales Manager and provided Sales Coaching for the Loan Staff in 73 branches
- Initiated incentive plan which increased credit insurance sales by more than 150%
- Doubled third party mortgage fee income

Jefferson National Bank, Charlottesville, Virginia

*(December 1993 to January 1998)*

**Vice President and Loan Administration Officer**

**A.V.P. and Loan Documentation Center Manager**

**Administrative Officer and Regional Compliance Officer**

- Consumer Loan Policy and Product Manager
- Managed Loan Documentation Center and created \$8 million budget for Loan Administration
- Solely responsible for maintaining the Loan Policy Manual
- Introduced credit scoring and modified loan policy to reflect Risk Based Pricing
- Chosen by Senior Management to create a new department
- Work as Loan Administration liaison with Marketing Department to create new products
- Created fair lending judgmental system to monitor all loans made at the Bank

Federal Reserve Bank of Richmond, Richmond, Virginia

*(September 1991 to December 1993)*

**Bank Examiner Commercial Division**

**Bank Examiner Bank Holding Company Inspection**

**Bank Examiner Consumer Affairs and Compliance Division**

- Analyzed banks from a capital, asset, management, earnings, and liquidity perspective
- Classified loans from a bank portfolio
- Assessed the validity of financial statements and evaluated income considering environmental factors in the process
- Managed examinations of banks with total assets ranging from \$14 million to \$1.2 billion
- Headed teams of operations examiners which ranged in number from five to fifteen
- Analyzed holding company assets ranging from \$20 million to \$10 billion

**EDUCATION:**

**Virginia Polytechnic Institute and State University**

Masters of Business Administration, Finance Concentration, May 1991, Blacksburg, VA

**Virginia Polytechnic Institute and State University**

B.S. Finance, Minor in English, May 1989, Blacksburg, VA

**OTHER ACTIVITIES:**

- Serve as a mentor to MBA students at Virginia Tech
- Received awards in 2008, 2009, and 2012 for Outstanding Service as a MBA Mentor
- Student Relations Chair (2010-2013) and First VP (2013 Appointment) on the MBA Alumni Advisory Board
- Founding member, Marketing Advisory Board at Virginia Tech, elected to Chair, 2013
- Received 2016 Certificate of Teaching Excellence at VA Tech
- Held the office of Education Vice President (2014 to 2016) for the PSE National Council
- Sales Consultant to telecom company