

Contact

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(LinkedIn)

Top Skills

Sales

Linux

Information Security

Certifications

CompTIA Security+

CompTIA IT Fundamentals+

CompTIA A+

CompTIA Network +

Brian Rabenko

Technology Sales and Cyber Security Professional
Suwanee, Georgia, United States

Summary

I'm a sales veteran who has spent the last 2 years gaining IT certifications and also completed a Cyber Security education program at Georgia Tech.

Experience

Cyber-Seniors: Connecting Generations Volunteer

June 2023 - Present (2 years)

Atlanta, Georgia, United States

As a Volunteer, I apply my various CompTIA certifications to ensure secure, user-friendly technological solutions that cater to diverse needs. Working alongside a dedicated team, we've cultivated a culture of risk-awareness and innovation that underpins our outreach efforts, enabling seniors to navigate the digital world confidently and securely.

LoanUnited Wholesale

Mortgage Loan Officer

November 2018 - June 2023 (4 years 8 months)

Atlanta, Georgia, United States

Stearns Lending, Inc

Mortgage Loan Processor

June 2016 - October 2018 (2 years 5 months)

Alpharetta, Georgia, United States

- Responsible for the full life cycle 60+ loans each month.
- Managed client relationships with over 40 different brokers/correspondent lenders.
- Managed the withdrawal process of all loans keeping in compliance with HMDA.
- Worked directly with all other departments in order to complete daily tasks.
- Put together a manual for streamlining and automating the withdrawal process

CBC National Bank Mortgage
Quality Assurance Specialist
April 2015 - June 2016 (1 year 3 months)
Alpharetta, Georgia, United States

CBC National Bank is the mortgage arm of the Coastal Banking Company, headquartered in Atlanta

- Responsible for quality control of conventional, FHA, VA IRRRL, CP, and Streamline loans. Including NMLS, HPML, LDA/GSA, etc.
- Validate Good Faith Estimate/TIL and Loan Estimate.
- Conduct VVOE's for files as needed.
- Responsible for clearing processing conditions.
- Create Closing Disclosures and Wiring Sheets.
- Manage relationships with Brokers, Borrowers, and Branch Processors to make sure all needed conditions are addressed.

RemX | The Workforce Experts
Lead Account Executive
September 2014 - March 2015 (7 months)
North Atlanta, Georgia, United States

RemX is the Search & Placement sector of Select Group owned by Select Staffing.

- Recruited by Marketing Director for a new start-up Engineering division of RemX for the Atlanta office.
- Managed a team of eight Account Executives to meet 132% of annual quota.
- Supported various sales and operational functions, including transaction processing, proposal and report development, inquiry and issue handling, scheduling, expense reports, and client retention strategies.
- Acted as a liaison between organizations, corporations, vendors, and clients to ensure effective information flow, exceptional customer service, sales opportunity development, and timely issue resolution.

Kelly Science, Engineering, Technology & Telecom
Business Development Manager
December 2013 - September 2014 (10 months)
Alpharetta, Georgia, United States

Kelly Engineering Resources is the engineering arm of Kelly Services, the oldest and one of the largest staffing firms. KER supplies companies with contract and direct-hire engineering talent.

- Recruited to a sales position from Claddagh by a previous leader that moved to Kelly Services for their Professional/Technical “start-up” group as the Engineering BDR.
- Exceeded annual sales quota within 6 months. Ended at 237% of annual goals.
- Successful in landing multiple Fortune 1000 accounts, creating national and international agreements and continued to manage those relationships.
- Also targeted “Premier Local Accounts”, hunting local Engineering Consulting Firms for shorter sales cycles.
- Successfully recruited candidates both technical and executive roles including Engineering, Information Technology, Finance/Accounting, Scientific and Sales/Marketing.

Claddagh Resources

Executive Recruiter

January 2013 - December 2013 (1 year)

Norcross, Georgia, United States

Claddagh Resources is an international executive search firm with offices located in the U.S. and Ireland.

- Recruited by the CEO as a researcher learning various search tools to find on-target candidates for clients.
- Sourced for Fortune 500 software, pharma/medical, and materials companies; contacting appropriate candidates and matched them appropriately with the client. Worked directly with the CEO on specific business development projects.
- Instrumental in placing top director/SVP roles in several Fortune 500 software companies.
- Promoted to a recruiter after 2 months with a full quota.
- Ended 2013 at 163% of quota.

GameStop

Store Manager

September 2006 - January 2013 (6 years 5 months)

Atlanta, Georgia, United States

Gamestop is a Fortune 500 retailer of interactive entertainment.

- Managed the Alpharetta, GA location to be rank 145 out of 4400 stores.
- Inventory Shrink managed to all-time low levels of 0.07%
- Managed and mentored team members sales skills, growing store volume from \$1.6M to \$2.2M.

- Responsible for the number 1 ranked store in Region on tracked sales points, top 10% in company.
- My team ranked in the top 10% for customer service.

South Florida Technology Consultants

Technology Consultant

May 2005 - September 2006 (1 year 5 months)

Boca Raton, Florida, United States

South Florida Technology Consultants was an IT consultancy firm dealing with small to medium sized businesses.

- Duties included management of company finances, taxes, marketing, business development, and IT infrastructure.
- Negotiated and managed contracts for Dell and CompUSA for the South East region of Florida.
- Contracted work included network management, component replacement, desktop and server refreshes, cabling and patching of telecom rooms.
- Managed payroll, accounts receivable, hiring of employees; customer service including maintaining appointments processing and weekly payment schedules.

Merrill Lynch

Intern

September 2005 - May 2006 (9 months)

Boca Raton, Florida, United States

The only intern at the Boca Raton location who received an extended internship of 8 months during the school year as opposed to the normal summer internship offered at that location.

- Worked with potential clients via email/phone, expressed corporate vision with clients and encouraged growth in their personal retirement planning.
- Created correspondence for new and existing clients informing them of new products and updates to their portfolios;
- Attended conventions on behalf of Merrill Lynch in order to obtain new clients;
- Represented Corporate offices with a can do attitude in all areas and organized events with other offices to discuss convention production.

Siemens

Apprentice

September 1995 - May 1998 (2 years 9 months)

Cumming, Georgia, United States

Selected to join a work release apprenticeship program during high school from 100 plus candidates. Worked in each aspect of the Energy & Automation facility, including calibration, fabrication, human resources, information technology, engineering, etc.

Education

Georgia Institute of Technology

Certificate, Cyber Security · (February 2022 - August 2022)

Lynn University

Bachelor of Business Administration - BBA