

# David Demko

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## Professional Summary

A proven leader with the ability to hire, train, and motivate top producing sales and operations team. A seasoned professional with demonstrated success in the financial services and IT industries. Experienced in all areas of web development, design, lending, credit, collections, administration, and sales. Proven ability to increase bottom line profitability.

## Skills

Web Development & Design  
Adobe Photoshop, Illustrator, In-Design  
Writing, Training, & Instructing  
Engineering and Technology  
Window and Linux Desktop Administration  
Management of Financial Resources  
Social Media Management

Complex Problem Solving  
Project Management & Coordination  
Communication & Persuasion  
Sales & Marketing  
Database Development  
Search Marketing Strategies  
Web site management

## Experience

*IT Consultant/Web Developer/Designer*

*Feb 2000-Present*

### **D. Demko**

Web design and development for small to medium size businesses. Develop print graphics and other media used in both online and offline marketing campaigns. Provide SEO and marketing services along with creation and maintenance of company web sites and social media presence.

*Net Branch Manager*

*Sept 2002-Dec 2004*

### **Benchmark Mortgage**

*Senior VP*

*Mar 1999-Jan 2002*

### **Fidelity Funding Mortgage Corp**

Senior VP of wholesale & retail mortgage company  
Managed 50-100 internal and external employees  
Supervised loan product, underwriting, and processing for both wholesale & retail operations

*Loan Production Manager*

### **BNC Mortgage, Inc**

*Jan 1998-Jan 1999*

*District Manager*

*Oct 1990-Jan 1998*

**Avco Financial Services**

- Managed 8-12 financial services branches in two districts
- Increased revenues in first assignment by over 25% during 18 month period
- Increased growth in receivables by 20% in first assignment through loan production and bulk purchases
- Increased loan production over 50% during both assignments
- Reduced delinquency by 43% while maintaining similar loan loss rate
- Developed and presented monthly managers meeting to discuss previous and expected future performance
- Assisted managers in development of short and long term action plans to increase profitability of branches
- Assisted managers and branch employees in the development of professional and personal development.

*Active Duty Service member*

*6 years active duty*

**United States Army**

**Education**

*Master of Science: Information Systems Management Keller Graduate School of Management- Richardson Center*

*Master of Science: Project Management  
Keller Graduate School of Management- Richardson Center*

*MBA: business management marketing  
Keller Graduate School of Management- Richardson Center  
Business management marketing*

*Bachelors' degree: Information Technology Kaplan University  
Information Technology*

*Bachelors' degree: Business Management Europe University of Maryland  
Business Management Europe*