



**Middle Eastern Province of Kappa Alpha Psi
Officer/Position Nominee Application**

Full Name: Alfred M. White

***Optional Request:* Please include a picture of yourself to post beside your name, once the official list of candidates seeking office is sent to the Middle Eastern Province.**

Chapter Affiliation: Wilmington Alumni

Office/Position Sought: Keeper of Records

Classification (Undergrads Only): _____

(All Undergrad Nominees are to bring a sealed official copy of school transcript to present to Nomination Committee Chairman during first Business Session of Province Council Meeting. If not received, application will be deemed incomplete and void.)

1. Briefly describe why you are applying for the office/position.

I have had the pleasure of serving as Keeper of Records for the Province for the last 5 years. It has been my goal to improve the communication vehicles and delivery to the greater membership, as well as learn more about the chapters and province by maintaining the Province Records/Archive. I seek to continue to improve our communication and work with leadership and the general body on a successful implementation of the necessary resources.

2. What uniquely qualifies you for this office/position?

As a Communications major, I'm good at messaging and conversations with Brothers, as well as listening. These are key attributes to a Keeper of Records b/c you are in constant communication with the Province. I also feel that my leadership skills and brotherly nature assist me in being part of the Executive Team and delivering "What the Brothers Want!"

3. What positions of leadership have you held either in school/civic or church/Kappa Alpha Psi? Please be specific and give dates.

Province Board of Directors/Guide Right Director (2011-2017)
Polemarch – Wilmington Alumni (2009-2011)
Keeper of Records – Wilmington Alumni (2006-2009)
Various Committee Chairs

Please email your completed application to:

Brother J. Cory Locklear | mepelections@yahoo.com | Cell: (910) 476-6734

All applications must be received by February 23, 2022, by 11:59 PM.

4. Have you received any commendations or awards for meritorious service from any organizations? *(You may attach pictures on a separate sheet. Please reference Question #4)*

5. Briefly describe three things that bring you the most satisfaction. *(You may attach pictures on a separate sheet. Please reference Question #5)*

Being with the Brothers

Servicing the Community

Enhancing the Leadership capabilities/skillsets of younger brothers.

6. Please provide a brief resume. *(You may attach a document on a separate sheet. Please reference Question #6.)*

7. Please indicate any other province offices that you would like to be considered for below:

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Alfred Mittman White
6303 Baltray Road
Charlotte, NC 28278
(336) 408-2217 alfredmwhite@gmail.com

Education:

University of North Carolina at Wilmington
Master of Business Administration
August 2016 – May 2018

Elon University
Bachelor of Arts in Corporate Communications, emphasis in Public Relations
August 2000 – May 2004

Forsyth Country Day School
High School Graduate
August 1996 – May 2000

Employment:

Senior Regional Sales Manager Q2 July 2021-Present

- Recognize and understand prospect needs via detailed discovery meetings
- Align FI needs/goals with Q2 solutions to drive optimal value
- Present and sell Q2 products and services to prospective clients
- Participate in marketing events and trade shows
- Create, maintain, and deliver on strategic territory management plan
- Prepare presentations and demonstrations of Q2 products
- Negotiate and close contracts
- Maintain relationships with prospects, and partner vendors
- Prepare and manage sales pipelines and accurate forecast reports

Senior Sales Executive/Digital Transformation Director Finzly July 2020-July 2021

- Prospect and consult with high level business owners and C-level decision makers to uncover needs of commercial modular office systems to end users.
- Compile database of prospective customers for use as sales leads.
- Distribute product catalog to current and prospective clients.
- Display and demonstrate merchandise, using samples or catalog, to develop customers' product knowledge.
- Quote prices and credit terms and prepare sales contracts for orders obtained.
- Sell products via relationship marketing and consultative selling approaches, developing and increasing new business sales goals and territory sales growth objectives.
- Employ a consultative selling approach, gaining client trust and confidence by uncovering needs and building value to overcome budget restraints; identified product

gaps, developing business/marketing plans to achieve additional market share.

- Develop and maintain outstanding working relationships with customers to ensure customer satisfaction.

Regional Vice President *nCino* *January 2019-July 2020*

- Identify and target prospective nCino customers within a geographic territory and market segment and challenge prospective customers to consider a new and innovative offering
- Drive opportunities through qualification and closure while maintaining a pipeline sufficient to achieve and exceed quarterly and annual sales goals, as well as, develop strong nCino brand presence within a geographic territory
- Use consultative approach to identify client needs and use detailed knowledge of the nCino solution and the Salesforce.com platform to fulfill those needs
- Manage complex sales cycle with new customers by mapping out decision-making and approval processes, compressing timelines, negotiating contracts and closing business
- Effectively identify prospective customer “mobilizers” and build consensus among key stakeholders and work effectively with inside sales partners and marketing to drive a consistent message in the marketplace
- Expand nCino presence within existing clients by maintaining relationship with key client stakeholders, sell newly released nCino products and offerings to existing customers and partner with nCino’s Customer Success team to drive adoption

Senior Product Specialist *nCino* *March 2017-January 2019*

- Obtain consistent product knowledge on nCino product technology and offering
- Demonstrate nCino product to prospective/existing C-Suite clients onsite and remote to increase interest and sales
- Partner with the development team to provide financial industry expertise to tailor platform to the respective industry

Financial Sales Manager *First Citizens Bank* *April 2016 – March 2017*

- Responsible for reaching production goals through outbound calling efforts, community participation and referral sources/lead generation
- Responsible for coaching and developing a team of diverse individuals on both platform and teller roles

Financial Center Manager *Bank of America* *March 2013- April 2016*

- Responsible for coaching and developing a team of diverse individuals on both platform and teller sides
- Responsible for the oversight of operations, as well as, an active participant in community development

Small Business Banker *Wells Fargo Bank* *March 2011- March 2013*

- Responsible for driving small business clientele into the branches through outbound calling efforts, community participation and referral sources

Personal Banker II Wells Fargo Bank October 2009 - March 2011

- Match clients' financial needs with best suited products and services
- Responsible for lending and opening of accounts, both personal and non-personal

Financial Center Manager Wachovia Bank May 2007- October 2009

- Responsible for coaching and developing a team of diverse individuals on both platform and teller sides
- Responsible for meeting/exceeding sales goals, through deposit and loan origination

Wachovia Bank Associate Financial Center Manager Program May 2005 - May 2007

- Learning the roles and functions of every position in the retail branch.

Sales and Service Associate Wachovia Bank July 2004- May 2005

- Expected to deliver exemplary customer service while handling teller transactions and client service requests

Skills:

Adept in Spanish, both verbal and written; Microsoft Office; Financial Services and Products; Public Speaking; Community Relations; Data Systems; Efficient Typist

Community Involvement:

Community Boys and Girls Club of Wilmington

Board Treasurer

Kappa Alpha Psi Fraternity, Inc.

Middle Eastern Province Keeper of Records (Regional Secretary)

Immediate Past Middle Eastern Province Alumni Board Member/Guide Right Director

Past Polemarch (President) - Wilmington Alumni Chapter