

## Contact

[www.linkedin.com/in/stephenpap](http://www.linkedin.com/in/stephenpap)  
(LinkedIn)  
[www.webprofile.info/spapineau](http://www.webprofile.info/spapineau)  
(Other)

## Top Skills

Strategic Planning  
Team Building  
Process Improvement

# Stephen Papineau

President at Shelby Management  
Columbus, Ohio, United States

## Summary

CONTACT INFO: [www.webprofile.info/spapineau/](http://www.webprofile.info/spapineau/)

\*I am a highly successful executive with 15+ years of experience directing diverse and highly effective sales teams to regularly exceed all corporate objectives.

\*I have managed sales and operations teams within banking and real estate industries

\*I have my Six Sigma Black Belt.

\*I have an MBA from Ohio University.

## I CAN HELP YOU OR YOUR COMPANY WITH~

^Sales Team Management - I can recognize talent, dedication, and diversity of individuals within a corporation in addition to possessing an innate ability to recruit, develop, and retain sales teams.

^Executive Leadership - I am a highly dedicated professional possessing core competencies as communicator, negotiator, and collaborator.

^Business Development - I have developed national business opportunities while spearheading market penetration in previously untapped geographic areas.

^Financial Management - I have built and lead companies while employing expertise in financial analysis, budget development, cost control, and management reporting.

^Process Improvement - I am a high-energy leader possessing experience managing company-wide initiatives and gathering business requirements to improve workflow efficiencies, quality, and profitability.

^Strategic Planning and Implementation - I have been directly accountable for strategic planning and project management that allow organizations to compete effectively in dynamic environments.

Why am I here on LinkedIn?

- TO NETWORK
- TO EXPLORE BUSINESS OPPORTUNITIES
- TO EXPLORE CAREER OPPORTUNITIES
- TO OFFER MY EXPERIENCE TO OTHERS

Specialties: Sales manager, account management, manage multiple channels, national sales experience, territory planning, strategic planning, leadership, management, employee hiring, employee selection, performance improvement, goal setting, coaching, profit planning, training, team building, effective change leader, operations training, business development, client presentations, Vice President, VP Sales, regional manager, financial management, cost containment, ROI analysis, process improvement

---

## Experience

Shelby Management

President

September 2007 - Present (18 years 6 months)

Real estate investment firm managing more than \$4 million in assets by supplying housing for students at local universities.

Develop and administer profitability goals and budgets for each housing complex. Secure financing for new asset acquisitions, implement new methods to track and improve profitability figures, and manage operations for housing division.

### Novastar Mortgage

Vice President

2002 - 2007 (5 years)

Mortgage banking company that originated, serviced, and securitized mortgage loans.

Directed mortgage banking division while simultaneously managing successful regional sales force for company.

### Bank One

Assistant Vice President

1998 - 2002 (4 years)

Now J.P. Morgan Chase, Bank One was one of the Top Ten largest banks in United States at that time, providing variety of commercial and consumer banking services.

Managed diverse sales team to exceed targets, including personally recruiting, training, and managing complete banking team.

---

## Education

Ohio University

MBA, Master of Business Administration (MBA) · (2008 - 2010)

University of Rhode Island

Bachelor of Science