CHRISTIAN ALLEN SIMPSON

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EDUCATION AND HONORS

Western Governors University Expected May 2027

Bachelor of Science in Finance

Academic Honors

Academic Excellence Award, Western Governors University (Spring 2026), for exemplary work in Business Environment Applications I: Business Structures and Legal Environment.

Phi Theta Kappa Honor Society, College of Southern Maryland

Dean's List, College of Southern Maryland | Spring 2008 and Spring 2009

PROFESSIONAL EXPERIENCE

Independent Consulting March 2025 - Present

Independent Sales System Consultant | Los Angeles, CA | Remote

- Advise an early-stage tax relief startup on marketing strategy and sales-system development, including sales processes and scripts.
- Provide project-based consulting to business owners and sales managers on sales systems, messaging, and revenue growth.

Precious Metals Sales and Client Advisory

Gold Gate Capital Nov. 2025 - July 2026

Rosland Capital May 2025 - Nov. 2025

Reagan Gold Group Oct. 2023 - Jan. 2024

Red Rock Secured Jan. 2023 - Apr. 2023

Account Executive; Senior Account Executive at Rosland Capital | Los Angeles, CA

- Consulted with investors on physical precious metals investment options, primarily for retirement accounts, and guided six- and seven-figure transactions through completion.
- Provided market updates and assisted clients with the timing of sales.
- Managed buyback liquidations and additional purchases while consistently meeting or exceeding sales quotas.

The Vanguard Firm Jan. 2020 - Jan. 2023

Sales Manager; previously Home Retention Specialist | Burbank, CA

- Negotiated mortgage modifications for homeowners during COVID, stopping more than 100 foreclosures and reducing monthly mortgage payments by an average of 30%.
- Promoted to Sales Manager; led five representatives whose team averaged 135% of monthly quota.
- Closed over $4 million in revenue; ranked as the top revenue producer for 12 consecutive months.

PROFESSIONAL EXPERIENCE CONTINUED

Ignite Fitness Concepts, LLC Oct. 2010 - June 2020

Founder & Operator | Prince Frederick, MD | Remote

- Founded and operated a fitness business with dozens of active clients across two locations.
- Hired and managed trainers who ran daily operations while I oversaw administration, sales, and marketing, often remotely.

New American Funding June 2019 - Jan. 2020

Mortgage Loan Officer | Remote

- Originated and closed over $5 million in mortgages in six months; advised borrowers on purchase and refinance options.
- Trained and mentored more than 10 customer service representatives.

Apex Student Loans Jan. 2019 - June 2019

Outbound Sales | Orange County, CA

- Conducted outbound consultations with qualified borrowers and guided enrollment in student loan forgiveness programs.

Movement Mortgage Oct. 2017 - July 2018

Mortgage Loan Officer | Prince Frederick, MD

- Closed an average of $1 million per month in residential mortgages; ranked in the top 10% nationally by sales performance.
- Explained financing options and developed long-term client relationships.

Sole Savers Auto Sales Feb. 2017 - Sept. 2017

Finance and Insurance Specialist | Auto Sales Consultant | Medford, OR

- Advised customers on vehicle selection based on transportation needs and budget.
- Structured customer financing through the dealership's in-house bank.

Skinner Autoplex Jan. 2016 - Feb. 2017

Auto Sales Consultant | Medford, OR

- Consistently sold 15-20 vehicles per month, generating approximately $3 million in annual sales.
- Led dealership sales volume 80% of the time; coordinated financing approvals to reduce customer wait times by 50%.

Bayside Chevy/Toyota Oct. 2015 - Jan. 2016

Sales Consultant | Prince Frederick, MD

- Averaged 15-20 vehicle sales per month, leading the division in sales volume.
- Helped customers evaluate vehicle options and guided them through the sales process from selection to purchase.

INTERNSHIPS AND APPLIED PROJECTS

WGU | HubSpot Fall 2026
AI Foundations Bootcamp
- Used HubSpot CRM and Breeze AI tools to develop an applied Aerotech marketing case study.
- Applied prompt engineering, CRM workflows, AI-assisted content, and ethical AI practices.

Haynes & Associates May - June 2026
WGU | Riipen Micro-Internship
- Researched municipal government and school-district RFPs for financial services, insurance, and benefits.
- Analyzed RFP requirements and drafted proposals covering approach, staffing, pricing, and compliance.

RankWorks Spring 2025
SMC | HubSpot AI Digital Marketing Micro-Internship
- Developed a six-week launch campaign for In-Site, RankWorks' AI-powered analytics platform.
- Used proprietary AI marketing tools to develop campaign concepts and product-launch content.

VOLUNTEER SERVICE

Sponsoring organization: Emmanuel Church, Huntingtown, MD

Mexico Mission Trips 2004-2007, 2009
Chihuahua, Mexico
- Led a fundraising effort that raised $40,000 to purchase a building for a community kitchen and provide clothing and kitchen equipment.

Dominican Republic Mission Trip Summer 2013
Santo Domingo, Dominican Republic
- Worked with a faith-based outreach organization, local churches, and orphanages serving underserved communities in Santo Domingo.

Haiti Earthquake Relief Jan. 2010
Port-au-Prince, Haiti | One-week relief trip
- Partnered with a faith-based relief organization to provide coordinated earthquake relief in Port-au-Prince and surrounding communities.

Hurricanes Katrina and Rita Relief Sept.-Oct. 2005
New Orleans and South Louisiana | Two-week relief trip
- Deployed with a faith-based disaster response organization to provide immediate relief in New Orleans and surrounding communities after Hurricanes Katrina and Rita.

ADDITIONAL EDUCATION

Santa Clara University | MOBI Spring 2024
Starting a Business (2023-2024) | Certificate of Completion

PREVIOUSLY HELD LICENSES AND CERTIFICATIONS

Mortgage Loan Originator | Multiple Mid-Atlantic states and Florida
Certified Personal Trainer | ISSA, NASM, and NSCA
Precision Nutrition Level 1 | Fitness Nutrition Coaching Certification

LANGUAGES, INTERESTS AND AFFILIATIONS

Languages: Spanish (basic conversational proficiency)
Interests: Strength training, early Christian history, narrative computer role-playing games, avant-garde cinema, Baltimore Ravens football, consciousness research, artificial intelligence, and emerging technologies.
Affiliation: Member, Vintage Church | Santa Monica, CA