

# SAMUEL K. PETERSON

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## EXECUTIVE PROFILE

Result-oriented Executive with a vision for managing debt collection for the US Department of Education. Worked for 20 years for private and governmental sectors. Served in several capacities managing financial programs and overseeing the retraining of staff and build a client centered organization that empowered others. Made significant changes benefiting the state of NY's collection processes. In the private sector worked as CEO and President of a multimillion-dollar retail business that expanded into five stores. As a negotiator, troubleshooter and strategic planners developed relationships with people at all levels of an organization. Skilled speaker with excellent communication and presentation skills. Innovative, analytic and detail oriented with the ability to gain confidence of staff and delegate to others.

## ACCOMPLISHMENTS

- Through cost cutting methods revamped the debt collection process that increased paid up delinquent loans by 200 percent.
- Developed customer relations program for staff that averted more than \$2.7 billion in delinquent loans.

## CAREER HIGHLIGHTS

The New York State Higher Education Services Corporation (HESC) NY Tuition Assistance Program (TAP), Albany, New York 2006 - Present

### **VICE PRESIDENT**

- Streamline the Tuition Assistance Program (TAP) that guarantees student loans.
- Administer a highly successful College Savings Program for students and families. Analyze policy and write directives for HESC that annually distributes \$900,000,000 in scholarships and grants and guarantees over \$60 billion in student loans. Create management initiatives and updated formula for awarding grants and scholarships.
- Pioneer cost cutting methods of saving money and producing revenue through intelligent debt collection. Demonstrate leadership skills by influencing others through speeches and presentations.

Education Finance Management Division (EFMD), Albany, New York 2001 -2005

### **VICE PRESIDENT - HESC**

- As Vice President of (EFMD) managed, analyzed, and tackled problems for the US Department of Education (USDOE) default aversion and defaulted loan collection programs within HESC, Managed over 250 employees. Created and implemented a communications and training program for customer service representatives who dealt with clients that defaulted on student loans. Trained manager who educated staff.
- Developed budgets involving overhead. Wrote and delivered policy papers and presentations. Gave speeches to trade groups and associations during the year.

Policy Analysis and Information Systems, Albany, New York 1998-2001

**VICE PRESIDENT- HESC**

- Oversaw the development and implementation of New York State's 529 College Plan with 387,000 accounts and assets of over \$4 billion

Developed and implemented the following programs:

- NYMentor- \$1 million web-based program that helped students and families find NY state college and career planning help and financial aid information for federal loans and grants.
- GEARUP- \$31 million federal grant and early awareness undergraduate program.
- NYGEARUP- Provided academic preparation services for need based students.
- DMI - \$5 million grant program that helped at-risk students prevented default of guaranteed loans.

**Peterson's Collection, College Park, MD**

1975 - 1998

**PRESIDENT AND OWNER**

- Provided leadership resulting in successful expansion to five locations resulting in volume of \$6.5 million. Oversaw the implementation of financial and fiscal administration, advertising, marketing, human resources, and customer/client relationships.

**EDUCATION**

- Attended MBA Program at the State University of New York, Albany, N.Y. 1998 -1969
- B.A. New York University School of Business, N.Y., N.Y. 1967