

# BARBARA WASHINGTON

SALES & MARKETING

## CONTACT

- 📍 Wilmington, NC, USA
- 🌐 [www.portcitybarbie.com](http://www.portcitybarbie.com)

## PROFILE SUMMARY

Focused multilingual communicator and investigator with attention to detail. Skilled writer and influencer. Goal-getter. Determined and resilient, tech-friendly and steady in fast-paced environments. Nurtures relationships, works independently. Easily explains complex technical topics to stakeholders.

## EDUCATION

### SCHOOL

- Some college coursework completed in multimedia journalism at Santa Barbara City College and in intelligence studies at Fayetteville Technical Community College

### CERTIFICATIONS

- Foundation-level Cyber Threat Intelligence Analyst, Arc X
- OSINT analyst, The Cyber Institute

## SKILLS

- AI & Digital Marketing Tools
- Security and Crisis Management
- Project Management & CRM Tools
- Critical Thinking, Problem-solving
- Leadership and mentoring
- Effective Communication
- Resilience and Adaptability

## LANGUAGES

- English, French: Fluent
- Spanish, Italian: Receptive Bilingual
- Provençal, Catalan, German: Basics
- Swedish, Hebrew, Arabic: Learning

## WORK EXPERIENCE

**Contractor** 1997 - PRESENT  
Journalist, Copywriter & MARCOM Specialist

- Writes or edits 600-3000 words per day, with research and interviews, in AP Style & SEO friendly.
- Breaking news and investigations, features and reviews
- Occasional graphic design
- Coordinates all email marketing, social media, web copy, newsletters, blog posts and articles for clients, increasing conversion and retention rates with an emphasis on analysis and adaptability to trending concepts.
- Clarifies and communicates brand messaging clearly

**Movement Mortgage** 2017-2023  
Mortgage Loan Officer, The Washington Lending Team

- Coached and helped my team achieve the top 1% of the nation's loan officers for 7 consecutive years, exceeding both volume and unit goals yearly by constantly learning and adapting.
- Oversaw a pipeline of 1-30 loans per month, generating leads by nurturing the 7,261 relationships in my team's CRM.
- Problem-solved by analyzing secure data, maintaining knowledge of complex guidelines, and effectively communicating with stakeholders throughout each transaction.

**Contractor** 1996-2005  
Security & Loss Prevention Agent

- Protection of assets and information
- Maintained knowledge of complex guidelines and procedures
- Collaboration with a team to prevent loss, from surveillance to detention until arrival of law enforcement.
- Continually evaluated and improved security posture
- Occasionally, gave tours and presentations
- Trained daily in these concepts and procedures