

# NAME & LAST NAME

City State | Phone Number | Email | LinkedIn URL

## Regional Vice President

Mortgage Planner | Mortgage Consultant | Business Development

Mortgage Banking Expert with a proven record of success in leadership of all facets of Mortgage Banking in the last two decades. Helped thousands of homeowners, as well as home buyers achieve the dream of home ownership and retention of it. Built a boutique Mortgage Company that served home and commercial financing seekers in several eastern states.

### Areas of Expertise

- Mortgage Lending
- Mortgage Underwriting
- Business Strategy
- Operation Optimization
- Real Estate Economics
- Mortgage Planning
- Executive Management
- Business Development
- Financial Structuring
- Financial Projection
- Credit Analysis
- Public Relations

## PROFESSIONAL EXPERIENCE

**Bank, Inc.**, City, California

*Regional Director, Month (YYYY) – Month (YYYY)*

- Originated \$150 M worth of mortgage loans for purchase or refinance transactions by working with local Realtors, Builders or repeat clients
- Managed over 30 staff in both US and EMEA region with employee retention of 98%
- Accumulated and reviewed all required documents for a residential mortgage loan, familiar with specific loan program documentation standards

**Bank**, City, California

*Area Vice President, Month (YYYY) – Month (YYYY)*

- Managed the expansion of Mortgage Banking branches for Home Loans Bank, California Division
- Supervised six branches to ensure mortgage policies are being met
- Managed and coordinated production activities of sales force
- Reported directly to the Regional Director

**Bank**, Los Angeles, California

*Branch Manager, Month (YYYY) – Month (YYYY)*

- Organized and executed training programs for branch staff and conducted sales and operations meeting regularly
- Managed \$100M + budgets, allocated branch funds, and defined financial objectives
- Coordinated with other branches to share knowledge and plan promotional activities
- Interacted with customers on a regular basis to ensure satisfaction and gain useful feedback
- Resolved customer problems as needed

**Bank**, Los Angeles, California

*Mortgage Loan Officer, Month (YYYY) – Month (YYYY)*

- Target of about \$10, 000 worth of home loans per quarter and managed a team of seven associates
- Increased mortgage loan portfolio by developing business contacts by 15%
- Attracted 24% more mortgage customers through various strategies
- Completed mortgage loan processing and closing