

# Cassandra Ramirez

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## SUMMARY OF QUALIFICATIONS

- Proven track record as a Sales Manager in the mortgage industry, demonstrating consistent achievement and surpassing sales targets.
- Proficiency in sales strategy development and execution
- Accomplished the fastest promotion from Loan Coordinator to Manager within one year at Prospect Home Finance
- Strong leadership and team management skills, including conducting performance, evaluation, coaching and training sessions.

## EDUCATION

Bachelor of Science in International Relations, International Business

Graduation (June, 2024) University of California, San Diego, La Jolla, CA

## WORK EXPERIENCE

### Sales Manager

La Jolla, CA

January 2022-August 2022

Prospect Home Finance

- Achieved and exceeded sales targets consistently.
- Managed a team of 15 loan coordinators, ensuring the achievement of company milestones.
- Developed and executed effective sales strategies to expand marketing and sales offers to potential clients.
- Oversaw the sales department, managing 300+ outbound sales calls per day and facilitating live transfers to loan officers.
- Arranged inter-departmental meetings to discuss fresh sales and marketing pitch ideas.
- Maintained an active pipeline of leads of potential clients.
- Conducted research and analysis of power dialing systems.
- Conducted regular performance evaluations, coaching, and training sessions to enhance team skills and productivity.
- Held direct reports accountable for production goals and established production improvement plans as needed.
- Managed outsourcing, hiring, and interviewing for the Loan Coordinator department.

## HONORS, AWARDS & RECOGNITIONS

Leader in talk time dials, live transfers, and closed loans for three consecutive months.

- Loan Coordinator of the Month Award May
- Loan Coordinator of the Month Award June
- Loan Coordinator of the Month Award July
- Set a record for commission earned in a single week during the first year as a Loan Coordinator, leading to an increase in the commission cap.
- Ranked as one of the top two Loan Coordinators in closed loans resulting from live transfers

MAY-JULY 2021

AUG 2021