RAUL VASQUEZ III

Customer focused and passionate about delivering results by creating and leveraging customized digital solutions as a force multiplier to surpass expectations.

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WORK EXPERIENCE

PREAPPROVAL.DIRECT
Owner and Creator

7/2021 - Present

- Completed front-end and back-end development of a secure web-based interface to generate mortgage related forms, calculations and documents on the fly with download and email capabilities.
- Rolled out on AWS Lightsail with AWS S3 storage via custom Docker containers. Migrated successfully to Oracle Cloud October 2022 without down-time.
- Coded primarily in JavaScript, Python, with PostgreSQL as the database back-end.
- Integrated with Google Cloud Platform's Oauth2 API to provide secure two factor authentication.
- Sought out by the CEO of LIXI for consultation regarding the potential integration of the back-end system, and various usage scenarios for how application could be used create a framework to generate custom UI's and forms by applying their data standards that are used across the entire Australian mortgage lending industry.

MOVEMENT MORTGAGE
Branch Manager

9/2016 - Present

- Appointed to the Technology Advisory board from a pool of 2,500+ peers. Responsible for pilot testing programs, recommending usability or feature improvements, identifying issues, and reporting bugs before an applications roll-out to the national sales team which accounts for $33b in annual mortgage volume.
- Consulted on improvements to the companies database structure as part of multi-phased migration to the Microsoft Dynamics CRM platform.
- Hand-selected to oversee the marketing service agreements for local real estate brokerages accounting for $350m in yearly real-estate transactions.
- Created custom reports in PowerBI utilizing datasets pulled from the Domo business intelligence platform via their developer API.
- Cultivated and sustained partnerships with real-estate professionals to generate mortgage leads totaling $110m in mortgage volume individually.
- Responsible for managing interoffice relations, facilitating the productivity of the local sales and support staff with the back-office teams located in operations centers nationwide.
- Designed and built custom tools utilized by local sales staff to rapidly generate comparable mortgage scenarios.
- Developed custom python web scrapers to aggregate realtor information from the local real estate board and integrated the retrieved data into our marketing platform.

JP MORGAN AND CHASE BANK
Private Client Mortgage Loan Banker

9/2013 - 9/2014

- Generated new business opportunities by driving expansion and promotion of JP Morgan Chase mortgage products both internally and externally.
- Responsible for the generation of new customer prospects while maintaining current customer relationships.
- Executed the development and implementation of a successful referral process across multiple branches of the company.
- Trained cross departmental staff on sales techniques, mortgage processes and products.

ADVANCE MORTGAGE & INVESTMENT COMPANY
Mortgage Loan Officer

6/2012 - 8/2013

- Federally certified mortgage loan originator in Alabama, Florida, Mississippi, Tennessee, and Louisiana.
- Increased mortgage loan portfolio by developing business contacts; attracted new mortgage customers; cultivated referrals from existing relationships; completed mortgage loan applications, processing and closing.
- Assisted in the design and creation of lead routing rules for incoming contact distribution, and VOIP integration to auto connect incoming leads instantly with eligible sales staff.
- Created company commission tracking system for monitoring employee earnings and compliance with the requirements for loan originator compensation under the Dodd-Frank Act.

PLANET DIRECT SALES
Vice President of Sales / Director of Operations and Sales

2006 - 2013

- Expanded outside sales program from Mobile and Baldwin County, Alabama to additional markets in Pensacola, Florida, and Biloxi, Gulfport, Vicksburg and Jackson, Mississippi leading to nationwide adoption of the strategy by AT&T corporate.
- Implemented quality control systems for tracking sales, phone calls, and customer follow-ups.
- Increased sales from an average 45 units to 92 units monthly per location.
- Developed training material, improved commission structure, and an expansion plan for continued growth.
- Assisted from start to finish in completing a $4.5 million buyout of Cellular Express Plus, thus expanding Planet Cellular from 52 stores to 84 stores.
- Attained ranking as the #1 retailer for AT&T in the Southeast region and #4 nationwide.
- Earned 9 of the top 12 spots in AT&T's power-rankings amongst 154 competing locations
- Developed deal approval spreadsheet using visual-basic and excel – implemented in 84 stores company wide
- Responsible for hiring and training of management and staff, developing marketing focuses and strategies, opening new locations, maintaining and growing new relationships with AT&T corporate, and ensuring compliance with policies company wide.

SKILLS

Technical

Highly proficient with Microsoft Excel, Visual Basic, and PowerBI.

Familiar writing code in JavaScript, Python, HTML and CSS programing and markup languages.

Versed in relational-database creation, design, implementation and administration – primarily mySQL, and PostgreSQL.

Experienced with cloud computing platforms including AWS, Oracle Cloud, and Google Cloud.

Knowledgeable with building, managing and deploying virtual machines and Docker container systems.

EDUCATION

University of South Alabama
Mitchell College of Business, 2008-2011

- Major: Entrepreneurship
- Recognized on Dean's and President's List
- Peachtree Scholarship Recipient
- National Venture Scholar

Alabama School of Mathematics and Science

- Admitted into exclusive three year program
- National Honor Roll
- Earned concentrations in Biology and Computer Science