

# Robert Smith

## Senior Loan Originator

### **CONTACT DETAILS**

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Alabama  
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### **PERSONAL STATEMENT**

Market Focused Professional with extensive sales, business and marketing development experience. Demonstrates ability to convert researched data into effective sales strategies and increase market penetration. Proven ability to improve bottom-line profitability while engaging customers and creating loyal motivated advocates.

### **SKILLS**

Ability to communicate to business partners, associates and consumers the complex guidelines, programs, and best options for their needs.

### **WORK EXPERIENCE**

#### ***Senior Loan Originator*** **ABC Corporation - 2004 - 2007**

##### *Responsibilities:*

- Responsible for collecting appropriate documentation from each applicant and deliver loan package in the time frames set by management.
- Managing pipeline for all originated loans through closing and complete required management reports.
- Originated mortgage loans through solicitation of builders, real estate agents, homeowners and brokers for purchases, refinances and new construction.
- Recruited lenders to establish relationships and expedite approvals with effective oral and written communication skills.
- Developed marketing strategies to promote business and improve productivity and profits with flyers, seminars, special offers, mailings and cold callings.
- Communicated with branches and/or applicants of providing timely updates and progress reports.
- Maintained high levels of customer service while managing each applicants and support staffs expectations.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

#### ***Loan Originator*** **CrossCounty Mortgage - 2003 - 2004**

##### *Responsibilities:*

- Conducts inbound/outbound phone calls to prospective customers for refinancing their primary mortgage.
- Negotiates residential mortgage loans in OH, WA, TN, AL, IN, CO, and CA.
- Passed pre-licensing tests for each state.
- Through excellent customer service and personality has closed 6 loans since becoming licensed in late October.
- Passed National NMLS SAFE test 1st time taken; within 30 days of hiring.
- National average is less than 40% pass rate.
- Learned highly complex mortgage software programs and database systems within a short amount of time.

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

## Education

Business Management - (Bryant & Stratton College - Milwaukee, WI)