



JAMES CLARK

Mortgage Advisor

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🌐 www.qwikresume.com

💡 SKILLS

Mortgage Project Management



Mortgage Communication Strategies



Mortgage Financial Analysis



Team Collaboration



Conflict Resolution



Sales Strategies



🚀 INTERESTS

★ Surfing

🥋 Martial Arts

🏠 Community Service

📝 Blogging

👊 STRENGTHS

🕒 Patience

🏔 Perseverance

📅 Planning

⚙ Positivity

🗣 LANGUAGES



English



Russian



Dutch

🏆 ACHIEVEMENTS

★ Achieved over \$15M in annual mortgage originations, exceeding sales targets.

★ Maintained a 95% client satisfaction rate through dedicated service.

👤 PROFESSIONAL SUMMARY

Enthusiastic Mortgage Advisor with five years of experience in delivering personalized mortgage solutions and fostering strong client relationships. Adept at navigating complex financial landscapes to provide tailored advice and support. Passionate about enhancing the mortgage experience, ensuring client satisfaction, and contributing to organizational success.

💻 WORK EXPERIENCE

Mortgage Advisor

📅 Feb / 2021-Ongoing

🍍 Pineapple Enterprises

📍 Santa Monica, CA

1. Provided expert advice on mortgage options, terms, and conditions.
2. Conducted thorough credit analysis to determine client eligibility.
3. Reviewed residential loan applications to ensure completeness and compliance with standards.
4. Recommended denial of loans that did not meet established criteria.
5. Conducted in-house phone sales and in-person consultations for mortgage products.
6. Achieved above-average loan generation compared to team sales per quarter.
7. Developed leads through both self-generated and company-generated sources.

Mortgage Advisor

📅 Feb / 2020-Feb / 2021

🌙 Crescent Moon Design

📍 Portland, OR

1. Collaborated with real estate professionals to facilitate smooth transactions.
2. Educated clients on various mortgage products and financing options.
3. Utilized financial analysis to create customized mortgage solutions.
4. Managed client documentation and ensured timely submission for processing.
5. Monitored market trends to provide informed recommendations to clients.
6. Conducted follow-ups to maintain relationships and encourage referrals.

🎓 EDUCATION

Bachelor of Business Administration

📅 Feb / 2019 - Feb / 2020

🎓 University of Finance

📍 Phoenix, AZ

Focused on finance and real estate management.