

Robert Smith

Reverse Mortgage Consultant

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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www.qwikresume.com

SKILLS

Managing, Developing,
Financial Team.

LANGUAGES

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

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

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

PERSONAL STATEMENT

Reverse Mortgage Consultant is responsible for Developing a comprehensive understanding of the industry, including the financial market and its implications which products are available, their benefits and risks, Identifying appropriate borrowers and lenders within the market, including cross-sell opportunities to existing products, Providing advice on the structure of a loan to tailor it to the individuals needs.

WORK EXPERIENCE

Reverse Mortgage Consultant **ABC Corporation - August 2015 - December 2015**

Responsibilities:

- Analysed data to determine target metrics to achieve financial and operational objectives.
- Identified new business opportunities in existing markets.
- Worked with the finance team to determine appropriate financing solutions in order to achieve financial goals.
- Operated as a member of the finance team; interacts with customers, agents and other business units on a daily basis.
- Worked closely with Loan Origination Manager to develop an understanding of customers needs and provide guidance on loan structures, terms, fees and repayment options.
- Worked with Loan Origination Manager to develop an understanding of customers needs and provide guidance on loan structures, terms, fees and repayment options.
- Represented the company at closing meetings where the customer will sign a contract agreeing to purchase the home.

Reverse Mortgage Consultant **Delta Corporation - 2012 - 2015**

Responsibilities:

- Originated and funded Reverse Mortgages.
- Top Reverse Mortgage Originator and Funder for San Diego, California.
- Skills Used Needs benefits selling.
- Advise potential borrowers about Reverse Mortgage products.
- Perform early review of applicants for eligibility and suitability for various reverse mortgage products.
- Process completed applications through closing.
- Attended training for RMCs in New Jersey in February 2010.

Education

MS