

ROBERT SMITH

Senior Mortgage Banker I

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10 years combined experience in customer service, supervisory, property management, real estate finance within the real estate and armed forces industry. Currently own and manage multi-family investment property; maintain accounts receivable, monitor financial statements and budgets, marketing and leasing property, data collection and analysis, assemble and utilize contract teams, address tenant issues and solve problems.

EXPERIENCE

Senior Mortgage Banker I

ABC Corporation - JANUARY 2005 - MARCH 2006

- Reviewed lending guidelines and industry standards to appropriately place qualified clients in the best-fit loan products Develop, direct, and negotiate customer sales agreements.
- Conducted business meetings with lenders leadership to pursue new profitable business opportunities and product developments and to increase market share.
- Provided training to lenders in regards to LendingTree policy, procedures, products, programs and technology.
- Consulted with lender to improve their success and minimize their margin per closed loan.
- Responsible for setting up filters and capacity within the Database system to ensure a smooth implementation process Respond to inbound lead requests from lenders.
- Worked with realtors, builders, insurance agents, investment advisors, and their clients to originate mortgage loans that met their specific portfolio needs.
- Assisted colleagues in developing relationships with referral sources.

Senior Mortgage Banker

Delta Corporation - 2000 - 2005

- Effectively managed 15 plus leads a day in multiple states Maintained a very high level of customer service Funded multiple loans in each month of .
- Communicate with processor, underwriter, and manager to smoothly bring client through the sales cycle.
- Effectively took inbound and made outbound calls to increase customer base.
- Make client visits to expand the Proficio brand in the community.
- Recommend financially-suitable loans to clients, with loans averaging \$200K.
- Qualified each client, faithfully adhering to company guidelines and all federal regulations.

- Recommend financially-suitable loans to clients, with loans averaging \$200K.

EDUCATION

- MBA - April 2012(University of Redlands - Torrance, CA)

SKILLS

Excellent Analytical , Analytical Recruiting.