
Mortgage Broker Resume

Job Objective

Qualified Mortgage Broker seeking a position with growing firm in which to utilize my skills and expand my knowledge.

Professional Experience:

Mortgage Broker, August 2005 – Present
Zeus Mortgage, Playa Del Rey, CA

- Developed and maintained relationships with Century 21, ERA and Coldwell Banker Brokers and Realtors.
- Generated income and loan volumes through sales and marketing activities.
- Promoted competitive mortgage products, services, and programs in assigned Real Estate Brokerages.
- Originated mortgage loans via telephone and internet.
- Conducted lead generating and client service activities.
- Advised customers on financial products to meet their needs.

Mortgage Broker, May 2000 – July 2005
Dominion Capital Mortgage Inc., Playa Del Rey, CA

- Analyzed customer's income, assets, investments, and debt related information.
 - Advised customers on financial products to meet their needs.
 - Facilitated entire loan process for the customer and ensured compliance to rules and regulations.
 - Promoted and sold financial and wealth management services and products to clients.
 - Prepared and delivered presentations and seminars to clients for business development purposes.
 - Complied with all industry rules and regulations.
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Summary of Qualifications:

- Strong experience in mortgage and underwriting
 - Strong knowledge of FNMA, FHLMC and Government lending guidelines
 - Good knowledge of processing underwriting and closing procedures
 - Familiarity with federal lending regulations governing real estate lending
 - Strong understanding of Processing and Underwriting conditions
 - Proficient with Calyx, DU/LP, AUS, Outlook, Excel and Word.
 - Excellent organization, follow-up and communication skills
 - Superior Analytical and problem solving skills
 - Strong entrepreneurial spirit and competitive drive
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Education:

Bachelor's Degree in Finance, El Camino College, Torrance, CA

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