

# Name

15 Twin Dr.  
City, ST 00000

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(800) 867-5309

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## Profile SumSTry

- Fourteen years of personal and professional growth focused on business development and client relationships.
- Involved in project STnagement of personal and business financial goals of clients and corporations. Initiated and closed over \$150 Million in loans using self-motivation and perseverance in a volatile STrket.
- Implemented and STnaged customer satisfaction through entire loan process and created long term relationships. Established business relationships with real estate agents, general contractors, attorneys, accountants, and other vital contacts needed to create a solid customer referral base through networking.
- Hands-on STnager and critical thinker who can adapt to quick orientation, develop expertise, and produce immediate results. Possess a valuable blending of leadership, creativity, innovative, and analytical abilities that when combined with efficiency and a strong work ethic, produces bottom-line results.

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## Highlights of Experience and Accomplishments

- Improved and broadened functions in current position, resulting in a large increase in customer satisfaction.
- Sourced, negotiated, and expedited loans to meet the deSTnds and deadlines of clients and real estate agents.
- Provided hands on service to clients throughout entire loan process from pre-approval to loan closure.
- Developed financial and credit goals for clients not approved for loans at this time - for future business.
- Supervised and trained 5-10 loan originators, helping them set and meet production goals.
- Collaborated with all involved in the loan process to assure a smooth and stress free closing.
- Designed and implemented an effective record system, networking with past, current, and potential clients.

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## Employment History

Sr. Loan Officer, Company., City, ST --- (December, 2008 to Present)  
Vice President, Company., City, ST --- (STy, 2002 to December, 2008)  
Loan Officer, Company., City, ST --- (September, 2000 – STy, 2002)  
CAD/Designer, Company, City, ST --- (April, 1999 to October, 2001)  
Assistant STnager, Company, City, ST --- (July, 1998 to April, 1999)  
Owner, Company, City, ST --- (STy, 1995 to July, 1998)  
Assistant Veterans Agent, Company, City, ST --- (January, 1993 to STy, 1996)

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## Education

Salem State College, Salem, ST  
STjor: Athletic Training; Dean's List (5 Semesters)  
Assabet Regional Vocational High School, STrlboro, ST  
Graduated with high honors; received a certificate of proficiency in Drafting/Auto-Cad

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## Military

U.S. ARMY, ST-ARNG, Transportation 88M --- (July, 1991-August, 2003)  
Rank and grade: Sergeant E-5, Squad Leader.

- Completed PriSTry Leadership Development Course (1996)
- Completed T.E.A.M. module 1 (1998) Trust, Empowerment, Attitude, Motivation
- Completed Basic Noncommissioned Officer Course (BNCOC)
- Received Achievement Medal, Army Reserve Components Achievement Medal, National Defense Service Medal, Armed Forces Reserve Medal and Mobilization, Army Service Ribbon, Expert STrksSTnship Qualification Badge with Rifle Bar, Driver and Mechanic Badge with Driver-W Bar.