

Sticky Fingers

Resourceful...Effective...Committed

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Seeking Position As:

Inside Sales Manager

Dynamic, hardworking individual with a love for new challenges and open to progressive responsibilities. Excellent creative and business writing skills. Complex product and industry knowledge, strategic skills and an ability to break down the problem and recommend solutions. Outstanding expertise in hands-on production work and technical implementation. Proven track record in managing projects from conception and design through development and launch. Outstanding interpersonal skills, attention to detail and initiative. Adaptable to changing situations. Friendly, with ability to work effectively, and consistently prioritize to meet deadlines.

- ◆ Business Continuity
- ◆ Project Management
- ◆ Financial Analysis
- ◆ Account Administration
- ◆ Real Estate Knowledge
- ◆ Organization & Presentation Skills
- ◆ Client Relations
- ◆ Effective Communications

Professional Experience

Xetus Corporation

Mortgage Consultant
San Jose, CA

Jan 2007- Present

- Responsible for understanding the client's strategic requirements and making recommendations in the development of a web-based mortgage processing system to be utilized by a single retail broker or a national mortgage banker.
- Worked as advisor to a technology firm in the research and development of a virtual processing system for loan origination and securitization.

Fidelity National Financial – ServiceLink LP.

Vice President, National Sales, Lenders Services
Aliquippa, PA

2006

- Advisor to national lenders on title, closing and servicing solutions with a focus on creating an outstanding customer experience with added enchantments of reducing cycle times and cost.
- Managed all facets of client development and servicing of J.P. Morgan Chase, Citi Bank, Ameriquest and IndyMac Bank.

LandAmerica Financial, OneStop

Regional Manager, Lenders Services
San Diego, CA

2004 - to 2006

- Recruited and established first ever major acquisition of a national top '10' subprime banking client for a new business channel representing a 75% increase in annual revenue.
- Managed the collaboration process of structuring a partnership with affiliates to accommodate an operational platform to service subprime clients on a national level sensitive to regional requirements. *Led regional and affiliate sales force in sales strategy and implementation of a 50 state assignment.*
- Negotiated exclusive service agreement with Ameriquest Lending for LandAmerica national lender services channel. This resulted in being the only new vendor management company added by Ameriquest Lending, undergoing a consolidation of management companies from 3300 to 28.

- Identified and resolved conflict between affiliate companies and holding company.
- Closed Ameriquest as the number 1 subprime lender within 4 months of being hired; closed Countrywide Financial California regional processing center, resulting in a team win of vendor of choice "Silver Status" – resulting in a contract to be 1 of 6 national title and closing insurers.

Wausau Mortgage Corporation

1999-2004

Regional Manager, Wholesale Business Development
San Diego, CA

- Initiated, developed and launched an aggressive company expansion encompassing California, Nevada and Arizona to grow an entrepreneurial mortgage bank with ultimate attainment of acquisition by a national bank.
- Directed and formulated strategy planning with a focus on new business development and retention.
- Produced \$25 to \$55 million in monthly loan revenue, funding \$15 to \$20 million in securitized loans.
- Developed an extensive wholesale network of 350 + brokerage and banking partnerships.
- Mentored and educated loan officers on lending guidelines, product and placement.
- Gaining immediate capitalization allowing for rapid market expansion.
- Expertise on RESPA regulations, HUD, FNMA and FHLMC.

HomeSide Lending, Inc

1997 – 1999

Regional Mortgage Executive
San Diego, CA

- Coordinated territory sales, marketing and operational development activities to advance and develop wholesale channel.
- Prepared and delivered sales presentations for new product introduction. Pursued targeted accounts and managed the continued growth of new business; expanded loan production 68%, successfully reactivated 50% of former account base in first calendar quarter.
- Managed all facets of transition from previous company ownership.
- Recruited and trained mortgage brokers on automated underwriting systems.
- Guest speaker at various mortgage/financial educational and community forums.
- Implemented outsourcing of loan files to M.I. companies allowing for greater efficiencies, resulting 58% increase in annual market revenue.

Education & Technical Skills

San Diego State University

2000

Marketing and E-Commerce

Suffield University

1996

Bachelor of Science in Real Estate

State of California

1996

Realtor License

Microsoft Office Suite ♦ Internet ♦ Various Corporate Software ♦
 SDSU Marketing and E Commerce Certificate