

# SAMPLE NAME - CMB

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## MORTGAGE BANKING EXECUTIVE

### *Proven Sales, Training & Leadership Excellence*

Highly accomplished, top-performing mortgage executive with 26 years of experience in national executive sales management. Talented team builder who successfully hires and develops top managers and sales teams through motivational, hands-on leadership with clearly defined goals and consistent follow-up. Recognized companywide for excellence in building long-term partnerships throughout all client and corporate levels, as well as problem solving, negotiating complex structures and exceeding production targets.

#### **Key Areas of Impact:**

- *Building and Growing New Markets*
  - *Senior Executive Level Sales*
  - *Developed Leadership Network Program*
  - *Executive Presentations*
  - *Negotiation & Influencing*
  - *High Proficiency in Technical Knowledge*
  - *Sales Training / Employee Development*
  - *Exceeding Sales Quotas*
  - *Consultative Selling*
  - *Communication & Follow-up*
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## EDUCATION, CERTIFICATIONS AND ACCOMPLISHMENTS

*Bachelors of Arts - International Relations and French  
University of Saskatchewan, Saskatoon, SK*

*School of Mortgage Banking - Accredited Mortgage Professional Designation - XXXX  
Certified Mortgage Banker (CMB) designation - XXXX  
PMI Group: Sales Achievement Award – XXXX  
Certified DISC and Blueprint for Success Trainer - XXXX*

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## PROFESSIONAL EXPERIENCE

**COMPANY NAME** (City, Province)

*Vice President, Nation Accounts*

XXXX – XXXX

Customer focused sales leader with mortgage market expertise, national relationships and a natural ability to inspire and collaborate with sales teams to achieve NIW goals in assigned accounts. Motivational management style with achievements guiding high-performance sales teams to take intentional and strategies action for accelerated growth with national lender base.

- ✓ Solidified 4 new accounts with NIW allocation by forming strategic relationships with top tier national lenders
- ✓ Exceeded goal for XXXX resulting in 150% of plan annualized
- ✓ Instituted new Master Policies and NIW by mastering selling skills and strategic processes
- ✓ Collaborated and effectively communicated with field sales team for the purpose of calling on national accounts at the regional and local branch level
- ✓ Effectively presented complex structures to top decision makers supporting Arch's innovation and strengths
- ✓ Subject matter expert supporting field sales team on lender products and branch call prioritization

**COMPANY NAME** (City, Province)

*Vice President, Strategic Accounts*    XXXX – XXXX

Directed all aspects of business relationships with large national lenders by successfully collaborating with field sales team for maximum visibility at point of sale resulting in increased NIW year over year.

- ✓ Grew business from \$200 million in XXXX to \$995 million in 2012 to 1.7 billion in XXXX by increasing NIW volume with top national lenders

- ✓ Developed quarterly strategic business plans and tactical actions and coordinated this with field sales teams
- ✓ Spearheaded a pilot program to enhance customer service through a Client Service Team resulting in top partnerships and allocation from a large money center bank
- ✓ Created a successful mentoring program to enhance professional development of field sales team

**COMPANY NAME** (City, Province)

*National Account Manager*

XXXX – XXXX

Managed National Sales Representatives team as well as national account responsibilities including profitability, business strategy and relationships. Oversaw all aspects of customer contact points to achieve corporate goals.

- ✓ Responsible for management of a \$13 billion portfolio with Top National lenders
- ✓ Ensured delivery of NIW/Commitment plan and was responsible for developing relationships, growing business and implementing process flow for reporting for claims and Loss Mitigation solutions that aligned not only for customer, but for PMI internal resources as well
- ✓ Coached and developed National Account Sale Representative team to improve skills in executing sales plans

*Account Executive*

XXXX – XXXX

Exceeded goals for the Western Canadian Region, demonstrating substantial growth with a market share above 25%.

- ✓ Presidents Club in XXXX, Leadership award “Customer First” in XXXX

**COMPANY NAME** (City, Province)

*Branch Manager*

XXXX – XXXX

Managed a successful branch in Saskatoon, Saskatchewan, consisting of 66 staff members, and consistently in the top 10% of sales offices nationwide.

**COMPANY NAME** (City, Province)

*Account Executive*

XXXX – XXXX

Repeatedly exceeded company targets by developing and retaining corporate accounts and increasing client base by 240%.

**COMPANY NAME** (City, Province)

*Account Executive*

XXXX – XXXX

Developed key accounts in new territory and generated \$15 million in loan volume with considerable profit margins.

**COMPANY NAME** (City, Province)

*Branch Manager*

XXXX – XXXX

Successfully lead a team of sales representatives, underwriters, processors and closers in both Edmonton, Alberta and Regina, Saskatchewan.

**COMPANY NAME** (City, Province)

*Business Owner*

XXXX – XXXX

Initiated and opened a successful yoga studio franchise in the South Market. Managed and coached a staff of 45, oversaw operations, finance and monitored daily client interactions. Within 18 months the studio became cash flow positive and continues to operate successfully under different ownership

- ✓ Expanded membership from zero to 250, ultimately developing into profitability
- ✓ Created a culture of customer first experience through collaboration with staff