

VANESSA FORD

STRENGTHS

-  **Intuitive Client Understanding**
Strategically identified client needs and offered suitable mortgage products, contributing to 20% increase in client satisfaction.
-  **Strong Networking Capabilities**
Expanded business through networking, independently generated 40+ new leads per month leading to increased business volume.
-  **Excellent Communication**
Strengthened client-adviser relationships, managed over 200 clients by offering proper guidance, ensuring clear communication paths.

SKILLS

- Client Relationship Management -
- Regulations Compliance -
- Negotiation - Business Networking -
- Financial Analysis -
- Risk Management

CERTIFICATION

- CeMAP Qualification Courses**
Completed a certified course on mortgage advice from London Institute of Banking & Finance.
- Negotiation Mastery**
Completed a certificate course on negotiation strategies from Harvard Business School Online.

PASSIONS

-  **Real Estate Investments**
Passionate about tracking property market trends and making informed real estate investments.

Experienced Mortgage Adviser | Cemap Qualified

✉ help@enhancv.com  linkedin.com 📍 San Francisco, California

SUMMARY

With over 10+ years of experience in the mortgage industry, I bring to the table expert client management skills, an intuitive understanding of mortgage markets, and a knack for securing the best deals for clients. My proudest moment was expanding the client base by 30% through effective networking at my current position as a Senior Mortgage Advisor.

EXPERIENCE

- Senior Mortgage Adviser**
Fairfax Mortgage Investments

2016 - Present
San Francisco, California

Advised clients on suitable mortgage products in alignment with their financial situation and individual needs.

 - Managed a portfolio of 150+ recurring clients, maintaining long-lasting relationships based on trust and reliable advice.
 - Successfully closed 30% more mortgage deals than company average, negotiating the most favorable terms for clients.
 - Demonstrated expert knowledge of mortgage market, resulting in a 25% increase in client retention rate.
- Mortgage Broker**
Guaranteed Rate

2012 - 2016
San Francisco, California

Ensured efficient business processes adhering to industry regulations.

 - Compiled and analyzed 500+ client financial documents to assess mortgage eligibility, maintaining 100% accuracy.
 - Negotiated 100+ successful mortgage deals, securing best interest rates and terms for clients.
 - Implemented client-centric strategies, leading to 20% business expansion in 2 years.
- Mortgage Analyst**
US Bank

2009 - 2012
San Francisco, California

Collaborated with mortgage team and contributed to growth initiatives.

 - Supported underwriters by accurately validating 150+ loan applications per month, ensuring risk compliance.
 - Implemented streamlined systems for underwriting process, resulting in 30% reduction in processing time.
- Master's in Business Administration**
University of California, Berkeley

2007 - 2009
Berkeley, California
- Bachelor's in Finance**
University of San Francisco

2003 - 2007
San Francisco, California

LANGUAGES

English Native  Spanish Proficient 

Resume Template Mortgage Rates Guide

Michael Hoelscher



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Marketing Information Guide, 1969 **Real Estate Record and Builders' Guide**, 1914 Administrative Assistant's and Secretary's Handbook James Stroman, Kevin Wilson, Jennifer Wauson, 2014-06-18 The expectations and duties of the modern day administrative assistant are higher and more stressful than ever before The Administrative Assistant s and Secretary s Handbook will help professionals everywhere come out on top From managing the phones coordinating meetings and preparing presentations to planning events crafting clear business communications and deciphering legal documents administrative assistants need to be everything to everyone all the time and all with a smile They spend all day helping others but who is going to help them For office professionals seeking to improve their performance and enhance their value to employers this handbook is the definitive source of help for these true jack of all trades In The Administrative Assistant s and Secretary s Handbook you will find information on topics such as Creating graphics charts and presentations Microsoft Word Excel Outlook and Publisher Web conferencing Electronic and paper filing systems Recordkeeping Meeting planning and management Business math and much more Extensively updated with new information on Windows 8 Microsoft Office 2013 Apple OS mobile computing computer software troubleshooting data security Google Calendar Google Drive Google Docs and Microsoft Web Applications this bestselling guide will help these unsung heroes shine in the eyes of all their coworkers

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The Top Books of the Year Resume Template Mortgage Rates Guide The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous engrossing novels captivating the hearts of readers worldwide. Lets delve into the realm of popular books, exploring the fascinating narratives that have enthralled audiences this year. The Must-Read : Colleen Hoover's "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover masterfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph. Uncover the Best : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This captivating historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids absorbing storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Resume Template Mortgage Rates Guide : Delia Owens "Where the Crawdads Sing" This mesmerizing coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens crafts a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These bestselling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a brilliant and suspenseful novel that will keep you wondering until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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