

Jasmine Patel

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SUMMARY

Dedicated and results-driven Mortgage Broker with over 5 years of experience in the real estate financing sector. Proven track record of securing favorable loan terms for clients and enhancing customer satisfaction through expert guidance and support.

EXPERIENCE

Senior Mortgage Broker

Jan 2022 - Present

Peak Financial Solutions, Denver, CO

- Increased loan closing rate by 30% over 12 months through strategic client engagement and relationship building.
- Managed a portfolio of over \$50 million in residential loans, achieving a 95% client satisfaction rate.
- Utilized Encompass and Calyx Point to streamline application processes, reducing processing time by 20%.

Mortgage Consultant

Jun 2018 - Dec 2021

Home Lending Experts, Aurora, CO

- Advised clients on mortgage options, helping to secure over \$30 million in loans with competitive rates.
- Conducted market analysis to customize loan products, resulting in a 40% increase in client referrals.
- Developed strong relationships with local real estate agents, enhancing cross-selling opportunities.

Loan Officer

Jul 2016 - May 2018

Prestige Mortgage Group, Boulder, CO

- Processed and closed over 150 loans in under 2 years, exceeding sales goals by 25%.
- Implemented new customer relationship management strategies, improving follow-up efficiency by 35%.
- Provided detailed financial analysis to clients, enhancing product understanding and satisfaction.

EDUCATION

Bachelor of Science in Finance

May 2016

University of Colorado Boulder, Boulder, CO • GPA: 3.8

SKILLS

Technical Skills: Mortgage Underwriting, Financial Analysis, Client Relationship Management, Loan Origination

Tools & Frameworks: Encompass, Calyx Point, Microsoft Excel, Salesforce