

Aisha Patel

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SUMMARY

Experienced Senior Loan Officer with over 8 years in the financial services industry, specializing in residential and commercial loans. Proven track record of exceeding sales goals and enhancing customer satisfaction through personalized service and expert knowledge of lending processes.

EXPERIENCE

Senior Loan Officer

Jan 2022 - Present

First National Bank, San Francisco, CA

- Increased loan origination by 35% year-over-year, generating an additional \$2.5 million in revenue.
- Developed a streamlined customer application process that reduced processing time by 20%, enhancing customer satisfaction scores.
- Mentored junior loan officers, resulting in a 50% increase in their overall performance metrics.

Loan Officer

Mar 2018 - Dec 2021

Lending Solutions Inc., Los Angeles, CA

- Achieved 'Top Seller' status for three consecutive years by closing over \$10 million in loans annually.
- Implemented a client referral program that increased customer referrals by 40%.
- Utilized Encompass and Calyx software to manage client portfolios effectively.

Loan Processor

Jun 2015 - Feb 2018

Home Finance Co., Los Angeles, CA

- Processed loan applications with a 98% accuracy rate, ensuring compliance with federal regulations.
- Collaborated with underwriters to expedite loan approval times by 15%.
- Developed comprehensive training materials for new hires, improving onboarding efficiency.

EDUCATION

Bachelor of Science in Finance

May 2018

University of California, Berkeley, Berkeley, CA • GPA: 3.7

SKILLS

Technical Skills: Loan Origination Systems, Credit Analysis, Risk Assessment, Regulatory Compliance

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