

Aisha Patel

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SUMMARY

Dynamic and results-oriented Senior Mortgage Loan Officer with over 8 years of experience in residential lending. Proven track record in driving growth and profitability through strategic client management and innovative mortgage solutions.

EXPERIENCE

Senior Mortgage Loan Officer

Jan 2022 - Present

Prime Mortgage Solutions, Seattle, WA

- Increased loan volume by 30% year-over-year, resulting in an additional \$5M in closed loans.
- Streamlined the loan processing workflow, reducing approval time by 25%, enhancing customer satisfaction.
- Utilized Encompass and Calyx software for efficient loan management and compliance tracking.

Mortgage Loan Officer

Jun 2018 - Dec 2021

Home Lending Experts, Seattle, WA

- Achieved 95% customer satisfaction rating through personalized mortgage solutions and exceptional service.
- Generated over \$3.5M in loan origination within the first year by leveraging social media marketing strategies.
- Collaborated with real estate agents and builders to develop referral networks, increasing leads by 40%.

Junior Mortgage Loan Officer

Aug 2015 - May 2018

National Lending Group, Seattle, WA

- Assisted in closing \$2M in loans within the first year by effectively managing client relationships.
- Conducted thorough financial analyses to ensure compliance with lending regulations.
- Trained and mentored new loan officers on sales techniques and industry best practices.

EDUCATION

Bachelor of Science in Finance

May 2018

University of Washington, Seattle, WA • GPA: 3.7

SKILLS

Technical Skills: Risk Assessment, Credit Analysis, Loan Structuring, Regulatory Compliance

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