
XXX XXXXX

XXXXX ♦ XXXXXXXX
XXXXXXXX ♦ XXXXXX ♦ XXXXX@XXX.COM

High-performance sales producer with track record of driving substantial revenue growth.

- Relationship builder with exceptional sales performance through forging long-term, loyal client relationships.
- Influential communicator and presenter with ability to read people and capitalize on the subtle cues they provide to gain buy-in.
- Strong problem-solver skilled in developing creative solutions that win client trust.
- Resourceful, ethical, and highly effective while providing impeccable client service.

*Produced 45% of regional sales volume as one of 11 regional account executives.
Top 1% among 500+ account executives nationwide, 2002-2007.*

Professional Experience

XXXX XXXX – Boulder, Colorado

June 2002 – Present

Account Executive—*Build and maintain relationships with mortgage brokers to establish a continuous pipeline of qualified customers. Work closely with brokers to structure customized product offerings, answer questions, ensure approval, and facilitate revenue growth. Serve as liaison between brokers and underwriters to overcome obstacles and close loans. Update and maintain knowledge of company products, competitors' offerings, and market trends.*

- Over a six-year period, exceeded monthly total sales volume of colleagues by an average of 214%, achieving annual sales volumes ranging between \$73M and \$106M.
- Ranked as #1 unit producer among 560 nationwide in 2007 (1,085 units) and #3 the prior year (880 units).
- Consistent top ten in volume production nationwide despite lower economic territory loan averaging \$75K less than the company average.
- Contributed 45% of branch's total volume as one among 11 account executives.
- Established reputation as an information resource internally and externally, building credibility and resulting in client base expansion.
- Received "Significantly Above" performance ratings for customer focus, business development, account maintenance, product knowledge, and initiative.

XXXXXXXX – Denver, Colorado

April 1995 to June 2002

Account Executive—*Created and maintained broker relationships and provided ongoing assistance in structuring and closing contracts. Served as liaison and problem solver with brokers, underwriters, and closing staff.*

- Recipient of two President's Club Awards.
- Ranked within the top five account executives nationwide among 150 account representatives.

XXXX XXXX XXX – Denver, Colorado

May 1992 to April 1995

Marketing Coordinator/Realtor Assistant—*Wrote, designed, and distributed real estate marketing materials for sales associates. Assisted in all aspects of the sales process.*

- Promoted to Sales Assistant of the top-producing Realtor.

Education

B.S. in Marketing, University of Colorado, Denver, CO. 1992.

Professional Development: Seminars on sales strategy, customer-focused business, and closing skills.