

Xitlalic Starck

Mortgage Loan Officer

Details

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123 Oak Street, Salt Lake City, UT 84101

Profile

As a Mortgage Loan Officer with over a year of experience, I built a strong foundation in the mortgage industry by effectively guiding clients through the loan process and consistently exceeding sales goals. I prided myself on my ability to build lasting relationships with clients and real estate partners, providing exceptional service that led to numerous referrals and repeat business. With an in-depth understanding of loan products and underwriting guidelines, I was able to expertly match clients with the best mortgage solutions for their needs. My strong work ethic, dedication to client satisfaction, and commitment to staying current on industry trends and regulations made me a valuable asset to any mortgage team.

Employment History

Mortgage Loan Officer at Intermountain Mortgage Company Inc., UT

Dec 2022 - Present

- Successfully closed over \$50 million in mortgage loans in a single year, contributing significantly to Intermountain Mortgage Company's overall growth and revenue in the Utah market.
- Exceeded personal sales targets by 25% in 2019, leading to recognition as one of the top Mortgage Loan Officers in the company and being awarded the President's Club designation.
- Consistently maintained a customer satisfaction rating of 95% or higher throughout tenure at Intermountain Mortgage Company, reflecting exceptional service and dedication to meeting clients' needs.
- Streamlined the loan application process for clients by implementing an efficient pre-approval system, resulting in a 20% reduction in average processing time and increased client satisfaction.

Associate Mortgage Loan Officer at Citywide Home Loans, UT

Jul 2022 - Nov 2022

- Successfully closed 120 mortgage loans in a single year, totaling \$45 million in loan volume and contributing to a 25% increase in revenue for Citywide Home Loans UT.
 - Streamlined the loan application process by implementing new software tools, reducing average application time by 35% and improving overall customer satisfaction by 15%.
 - Consistently achieved top 10% ranking among all Associate Mortgage Loan Officers at Citywide Home Loans UT, demonstrating exceptional performance in loan origination and customer service.
 - Developed and implemented a targeted marketing campaign that resulted in a 20% increase in new leads and a 10% increase in loan conversions within a six-month period.
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Education

Bachelor of Business Administration in Finance at University of Utah, Salt Lake City, UT