

Camilia Kiernicki

Mortgage Advisor

Profile

Mortgage Advisor with 1 year of experience in providing exceptional financial guidance and support to clients seeking mortgage solutions. Proficient in analyzing client requirements, assessing loan eligibility, and recommending optimal mortgage products to meet client needs. Demonstrated ability in maintaining strong relationships with clients, lenders, and industry professionals. Adept at navigating complex financial situations and ensuring a smooth loan application process, resulting in successful home financing experiences for clients.

Employment History

Mortgage Advisor at PrimeLending, VA

Feb 2023 - Present

- Successfully closed over 150 mortgage loans in a single year, totaling \$45 million in funded loan volume and contributing significantly to PrimeLending's market share in the region.
- Developed and maintained relationships with over 50 local real estate agents, resulting in a 35% increase in referral business and establishing PrimeLending as a preferred lender in the area.
- Consistently achieved top performance rankings within the company, ranking in the top 10% of Mortgage Advisors nationwide for both loan volume and customer satisfaction scores.

Associate Mortgage Advisor at Atlantic Bay Mortgage Group, VA

Jul 2022 - Dec 2022

- Successfully closed over \$10 million in residential mortgage loans within the first year of employment, contributing significantly to Atlantic Bay Mortgage Group's growth in the Virginia market.
- Exceeded personal sales targets by 25% in 2019, resulting in being recognized as one of the top-performing Associate Mortgage Advisors within the company.
- Developed and maintained relationships with over 50 real estate agents, leading to a 35% increase in referral business and consistently positive client feedback.

Certificates

Certified Mortgage Advisor (CMA)

Jun 2021

Accredited Mortgage Professional (AMP)

Oct 2019

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📍 1234 Maple Street, Richmond, VA 23220

Education

Diploma in Mortgage Advice and Practice at Virginia College of Mortgage Advice and Practice, VA

Sep 2017 - May 2022

Relevant Coursework: Mortgage market regulation, mortgage advice process, mortgage products and repayment options, property valuation and affordability assessments, ethics and communication in mortgage advising.

Links

[linkedin.com/in/camiliakiernicki](https://www.linkedin.com/in/camiliakiernicki)

Skills

Underwriting

Risk assessment

Loan structuring

Credit analysis

Regulatory compliance

Client communication

Negotiation

Languages

English

Italian