

# Dierra Scope

Mortgage Loan Officer

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📍 123 Maple Street, Charleston,  
WV 25301

## Education

**Bachelor of Business  
Administration in Finance  
at West Virginia University,  
Morgantown, WV**

Sep 2018 - May 2022

Relevant Coursework: Financial  
Accounting, Managerial  
Accounting, Corporate Finance,  
Investment Analysis, Financial  
Markets, Risk Management,  
Financial Planning, and  
International Finance.

## Links

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

## Skills

Underwriting

Risk assessment

Loan origination

Credit analysis

Negotiation

Compliance knowledge

Encompass360

## Languages

English

Arabic

## Hobbies

## Profile

Dedicated Mortgage Loan Officer with 1 year of experience in providing exceptional customer service and efficient loan processing. Skilled in analyzing financial information, evaluating loan applications, and ensuring regulatory compliance. Demonstrates strong communication and relationship-building abilities to cultivate trust with clients and colleagues. Committed to helping clients achieve their financial objectives and navigate the mortgage process with ease.

## Employment History

### Mortgage Loan Officer at PrimeLending, WV

May 2023 - Present

- Successfully closed over \$50 million in mortgage loans during a single fiscal year, contributing to PrimeLending's growth and profitability in the West Virginia market.
- Implemented a comprehensive marketing strategy that resulted in a 25% increase in new client acquisition within a 12-month period, leading to increased loan origination volume and revenue for the company.
- Consistently maintained a customer satisfaction rating of 95% or higher, demonstrating exceptional communication and problem-solving skills when working with clients to secure the best possible mortgage solution.
- Ranked in the top 10% of all Mortgage Loan Officers at PrimeLending, WV for three consecutive years, showcasing dedication, expertise, and consistent achievement in the field.

### Associate Mortgage Loan Officer at Fairway Independent Mortgage Corporation, WV

Aug 2022 - Apr 2023

- Successfully closed over \$10 million in mortgage loans within the first year of employment, exceeding the company's target by 25% and contributing significantly to the branch's overall performance.
- Streamlined the loan application process by implementing a new customer relationship management (CRM) system, resulting in a 30% increase in client satisfaction scores and a 20% reduction in application processing time.
- Developed and executed a targeted marketing campaign that generated a 50% increase in qualified leads, leading to a 35% boost in loan originations for the branch within a six-month period.
- Achieved the highest customer satisfaction rating among all loan officers at the branch for two consecutive years, with 95% of clients providing positive feedback on post-closing surveys.

## Certificates

### Certified Mortgage Loan Officer (CMLO)

Mar 2022

### Nationwide Multistate Licensing System & Registry (NMLS) Licensed

Jul 2020