



Senior Loan Officer

Olivia Thompson

Professional summary

Experienced and detail-oriented Senior Loan Officer with experience in residential mortgage lending. Adept at analyzing loan applications, providing comprehensive financial advice, and maintaining long-term relationships with clients and real estate agents. Proven track record of meeting sales goals and delivering customer satisfaction.

Experience

Senior Loan Officer

January 2020 - Now

Charlotte Mortgage Solutions /

- Analyze residential mortgage applications, evaluate financial data, and provide loan recommendations based on borrower needs.
- Assist clients in choosing the best mortgage products by explaining terms, interest rates, and payment structures.
- Maintain relationships with real estate agents, builders, and clients to generate new business opportunities.
- Oversee the processing and underwriting stages of loan applications, ensuring compliance with regulations.
- Achieve a personal monthly loan volume of \$5M+ through effective client relationships and targeted marketing.

Loan Officer

June 2014 - December 2019

First Carolina Bank / Charlotte, NC

- Processed loan applications for individuals and families, determining their eligibility for various mortgage programs.
- Worked closely with underwriting and processing teams to ensure smooth loan approvals and timely closings.
- Analyzed credit reports, income statements, and employment history to determine loan viability.
- Exceeded sales targets by 25% each quarter through effective networking and strategic marketing efforts.

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United States, Charlotte, NC

Education

Bachelor of Science in Finance

University of North Carolina

Graduated: May 2014

Certifications

- **Certified Mortgage Banker (CMB)**, January 2021
- **NMLS License**, March 2020
- **Real Estate Principles Certification-**, August 2018

Skills

Residential mortgage underwriting



Client relationship management



Financial analysis and risk assessment



Knowledge of Fannie Mae and Freddie Mac guidelines



Real estate market trends and property valuation



Proficient in mortgage software (Ellie Mae, Encompass)

