

# Aspen Price-Perry

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## EDUCATION

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**Stockton University**, Galloway, NJ 06. 2009 – 05 2013  
**Bachelor of Science**  
*Business Studies with a concentration in accounting*

## PROFESSIONAL EXPERIENCE

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**Equity Now**, Mamorneck, NY 04. 2022 – 09 2022  
**Mortgage Loan Officer**  
Responsible for communications with customers across inbound and outbound channels. Responsible for assessing borrower's current financial situation and determining whether or not they are eligible for financing.

- Responded to and handled on average 6-8 potential borrowers per day.
- Collaborated with marketing to develop growth strategies in an ever changing market.
- Explained technical information to borrowers in an easily digestible manner.
- Review borrower's credit reports to determine feasibility of extending loan to them

**Freedom Mortgage**, Mount Laurel, NJ 02 2020 – 02 2022  
**Sales Manager**  
Responsible for the growth and productivity of a mortgage sales team.

- Managed 6-10 Loan advisors at any given time.
- Team closed anywhere from 72-110 units monthly.
- Conducted trainings to keep loan advisors up to date on guidelines and best sales practices
- Handled customer escalations to ensure quick resolution and customer satisfaction
- Met with VP and RVP weekly to discuss status of current sales goals and projections for future goals.
- Created and monitored loan advisor's schedules

**Team Lead/Senior Team Lead** 11 2016– 02 2020  
Responsible for the growth and productivity of a mortgage sales team, along with my own productivity,

- Managed 3-6 Loan advisors at any given time.
- Team closed anywhere from 36-70 units monthly.
- Conducted trainings to keep loan advisors up to date on guidelines and best sales practices
- Spoke with borrowers and gathered necessary information for a complete loan application
- Reviewed borrower's credit profiles to determine creditworthiness
- Created and monitored loan advisor's schedules

## ACTIVITIES & OTHER INFORMATION

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**Certifications & Awards:** NMLS ID 1348175

**Technical Skills & Tools:** Microsoft Office products, Salesforce

**Interests & Hobbies:** Basketball Enthusiast, Music lover