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| Jane Smith | | |
| Summary  Results-driven Loan Officer with over 5 years of experience in residential and commercial lending. Proven track record of exceeding sales targets and building strong client relationships.  Work Experience  **Loan Officer Jan 2021 – Present**  DEF Mortgage Company Chicago, IL   * Successfully processed and closed over 150 loan applications with a 90% approval rate. * Developed strong relationships with real estate agents, resulting in a 30% increase in referral business.   **Loan Analyst Jun 2017 – Dec 2020**  GHI Bank Chicago, IL   * Conducted thorough credit evaluations and risk assessments on loan applicants. * Collaborated with underwriters to streamline loan approval processes, reducing turnaround time by 20%.   Education Bachelor of Arts: Business Administration May 2017 *DePaul University**Chicago, IL*  certifications   * NMLS License – Nationwide Mortgage Licensing System – 2018 | Contact  (234) 567-8901  janesmith@example.com  Chicago, IL 60601  Skills  Loan Origination  Credit Analysis  Regulatory Compliance  Customer Relationship Management  Sales Strategies  Problem Solving  Negotiation  Financial Documentation  Data Analysis |