

# AMY R. SMITH

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## OBJECTIVE

Be a resource for residential mortgage clients and educate on options with the current lending regulations and local market environment while focusing on involvement and connecting in the local community.

## SKILLS PROFILE

- Excellent communication skills using many types of media
- Proven success with assisting home owners make financial decisions regarding their home mortgage
- Thorough knowledge of the mortgage lending regulations and local markets
- Experienced in networking and connecting business professionals
- Diverse background in community involvement and leading special projects

## EMPLOYMENT HISTORY

**Mortgage Loan Originator, PrimeLending, A PlainsCapital Company** January 2013-Present  
*Urbandale, IA*

- Educate and coordinate new residential mortgage loans for current and new homeowners
- Lead database and marketing management system and training for the Des Moines and Omaha office
- Connect with past clients, current clients and potential future new business opportunities

**Mortgage Loan Originator, US Bank Home Mortgage** June 2011-January 2013  
*Des Moines, IA*

- Coordinate client experience through mortgage process and collaborate with other business units within the bank
- Market to potential new business and organize community events to show value in banking services
- Educate potential clients on residential mortgage loan options

**Mortgage Banker, Liberty Bank** June 2010-June 2011  
*West Des Moines, IA*

- Create marketing strategies and organize community events to increase business opportunities
- Educate business partners and potential clients on the benefits on residential mortgages

**Personal Banker/Mortgage Banker, Bank of the West** August 2002-June 2010  
*West Des Moines, IA*

- Collaborate with internal and external business referral sources to increase mortgage business and banking services
- Lead internal projects to increase community involvement and provide financial education

## ACTIVITIES

- Big Sister, BigBrothers BigSisters of Central Iowa
- Spring Fundraiser Committee Member, Urbandale Community Action Network
- Impact Champion, PrimeLending
- Community Connect, Des Moines Community Foundation, Class of 2014
- Chapter President, Center Sphere Networking
- Vice President, Contacts & Contracts, Urbandale Chamber of Commerce