

EDWARD J. MADDEN, JR.

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OBJECTIVE

Having a considerable amount of experience in all aspects of business development and branch operations, my objective is to obtain a management position with a long-term, financially sound mortgage banking organization.

EXPERIENCE

Guaranty Home Mortgage/ Santander Bank *Account Executive* October 2018- Present

Santander Bank closed the Wholesale/Correspondent division Nov 2019. Guaranty Home Mortgage took over division in Nov 2019

- Manages new account base of 20+ Wholesale and Correspondent Lenders in Connecticut, Rhode Island, and Western Massachusetts
- Oversees clients' pipeline from origination to closing
- Trains accounts on our products, pricing, procedures and systems

Flagstar Bank *Account Executive* Troy, Michigan July 2016 - August 2018

- Managed existing account base of 20+ Correspondent Lenders and Wholesale Brokers in all New England states
- Interacted daily with executives, originators, capital markets and operations managers
- Established referral relationships with internal and external partners to procure new business relationships
- Facilitated the approval and recertification process
- Engaged the client on systems, product, policy and procedural training
- Consistently executed on delivering the bank's value proposition to the customer

US Bank Home Mortgage *Account Executive* Minneapolis, Minnesota March 2005 – July 2016

- Six years of annual production over \$1 billion
- Managed an account base of 30+ Correspondent Lenders and 15+ Wholesale Brokers
- Developed New England territory from a startup in 2005 to one of the highest producing area in the country for US Bank Home Mortgage
- Top Account Executive in 2012 closing over \$1.9 billion in residential loans
- Ranked as one of the top Account Executives for my last 7 years

Old Kent/Fifth Third/Guarantee Residential Atlanta, Georgia December 1997-March 2005
Account Executive

Old Kent was sold to Fifth Third in early 2001. Fifth Third sold the Atlanta Region to Guarantee Residential in September 2001.

- Managed 65 Wholesale Broker accounts
- Wholesale Account Executive for the New England territory
- Top Account Executive from 2001-2005

EDUCATION

- **Bryant College**, Smithfield, Rhode Island
BS Marketing

AFFILIATIONS

- Connecticut Mortgage Bankers Association member
- Massachusetts Mortgage Banker member
- New England MBA Trade Show Planning Committee member
- Lt. Westberg Scholarship Committee, Treasurer

PERSONAL HISTORY

- Married with two daughters