

Robert M. Kostraba
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Summary of Qualifications

Successful, goal oriented professional with twenty nine years of progressive experience in Capital Markets and Senior Management. Proficient in mortgage pipeline hedging, pricing and product development. Committed to excellence in all projects undertaken. An organized individual with the ability to manage multiple projects, coordinate operations, provide direction and ensure everyone understands their responsibilities in meeting critical contract and legal deadlines. Responsive to market changes in an efficient and effective manner. Proven team player with strong interpersonal, leadership and communication skills.

Professional Experience

Residential Mortgage Services

South Portland, ME

Senior Vice President, Capital Market Operations

Sept 2014 – Sept 2017

Reporting directly to the CEO, responsibilities include strategic planning, interest rate risk management, mortgage pricing, pipeline management and investor relations for the Mortgage Company.

Webster Bank

Cheshire, CT

Director, Secondary Market Operations

Dec 2008 – Aug 2014

Responsible for the management, strategy and planning of all pricing and risk management activities for the Consumer Finance Division. Pricing includes all mortgage, consumer and personal unsecured loan/line programs. Risk management at the direction of the Asset and Liabilities Committee includes interest rate risk hedging, purchase and sale of consumer products to meet balance sheet requirements. Strategy and Planning are targeted to economic profit and efficiency for the Division.

Vice President, Secondary Market

Feb 2001 – Dec 2008

Hired to create a Secondary Market Department. Responsible for the creation, development and management of all hedging policies including pricing, accounting and exit strategies. Administered hedging strategies utilizing proficient knowledge of the Quantitative Risk Management Framework ("QRM") for agency as well as whole loan conforming (fixed and adjustable) and non-conforming loan production. Responsible for Bank regulatory compliance pertaining to mortgage sales and pricing. Completed all Secondary Marketing regulatory reviews with satisfactory or above rating.

First Nationwide Mortgage Corporation

Frederick, Maryland

Vice President, Secondary Market

July 1998 – Feb 2001

Responsible for the management of all hedging, pricing and exit strategies for all secondary market sales transactions. Developed and administered hedging strategies utilizing proficient knowledge of the Quantitative Risk Management Framework ("QRM") for agency as well as whole loan conforming (fixed and adjustable) and non-conforming loan production. Successfully implemented QRM during transition from Tuttle & Company hedging system. Consistently met or exceeded management goals.

Trader, Secondary Market

July 1997 – July 1998

Responsible for all secondary market trading activity.

First Federal Savings and Loan Association of Rochester

Rochester, New York

Secondary Market Pipeline Manager

1994 – July 1997

Responsible for mitigation of all interest rate risk and exit strategies for Secondary Market third party sales.

Senior Secondary Market Coordinator

1991 – 1994

Managed all pooling activity to ensure maximum profitability while maintaining whole loan and agency loan production.

Secondary Market Coordinator

1989 – 1991

Secondary Market Assistant

1988 – 1989

Education

St. John Fisher College, Rochester, New York
Bachelor of Arts, Management/Finance, 1988

References are available upon request