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Joshua L. Glaz

Qualifications As an experienced sales person, sales manager and corporate officer in mortgage banking for 11 years, I bring a rich experience and expertise to all critical areas of company success, from operations to production, sales for both retail and wholesale venues across conforming and nonprime lending products. I am very adept at driving growth and profitability due to my hands-on roles in three separate mortgage companies, two of which were start-up companies.

Experience 2009–present Del Financial Norwalk, CA

Sales Person (Retail)

- Funded FHA, Conventional, Hard Money, and Commercial loans
- Funded 5-8 loans per month

Gained a great knowledge of FHA guidelines and parameters

- Worked with many different banks earning a vast knowledge of how they work and operate.
- Managed myself, my time, my clients and made sure I stayed on track month after month
- Held accountable for compliance,

disclosures, guidelines

2007–2009 Capital Home Loans Downey,

Sales Person (Retail)

- **Built pipeline by calling title leads.**
- **Continued to grow and expand pipeline through referral business.**
- **Funded Conventional, Hard Money and Commercial loans.**
- **Average 4-6 funded loans per month.**
- **Pride myself on maintaining a low company overhead.**

2005–2008 Lending 1st Mortgage Anaheim

Vice President of Sales

- **Quadrupled company volume**
- **Grew the company and sales staff monthly**
- **Ran inside and outside sales**
- **Had record breaking months over and over again**
- **Credited with the success, vibe and energy of the company.**
- **Set goals monthly quarterly and yearly; all achieved**
- **Managed daily, breaking down needs and requirements to sales managers.**
- **Ran sales force, which focused on High energy, high volume sales and high quantity/quality sales.**

- **Designed marketing strategies and marketed to an array of real estate professionals.**

**2002-2006 Acoustic Home Loans Orange
Vice President of Sales**

- **First sales person hired, first to be promoted to sales manager and first promoted to Regional Sales Manager**
- **As a sales person funded 15-20 million per month; never beaten**
- **As a Sales Manager funded 60-75 million a month as a team; never beaten**
- **Funded 150+ million as Regional Sales Manager; never beaten.**
- **All positions were under Inside Sales.**
- **Managed 10-15 teams each with 10-15 employees**
- **Over saw daily operations, kept the energy level high, manage daily, weekly and monthly.**
- **Paid close attention to numbers, constantly staying on track for monthly goals. Hit monthly, quarterly and yearly goals without fail.**

Education

**1998-2002
Beach**

**Cal State Long
Long Beach, CA**

