

**Massey Kouhssari**  
1 Corporate Plaza Dr  
Newport Beach CA  
massey@bankerbroker.com  
**949-244-1880**

## **OBJECTIVE**

Result oriented Mortgage & Real Estate Broker with 23+ years of experience in all aspects of mortgage origination looking to progress further in the field and earn your business one at a time

## **HIGHLIGHTS OF QUALIFICATIONS**

- Strong ability in origination & lead generation in Residential and commercial Real Estate mortgage & sales contracts
- Exceptional knowledge of Real Estate contracts, foreclosure management
- Excellent competence in sales software & network development
- Outstanding interpersonal and communications skills
- Expertise in marketing and advertising Real Estate properties
- Clear understanding of title and closing procedures
- Extended knowledge in negotiating, decision-making, and prioritizing
- Fluent in **Farsi, English**
- Proficient in FHA Government loans, USDA, Stated Income loans & No Doc loans

## **PROFESSIONAL EXPERIENCE**

12/2012	Present	BM Real Estate Services, Inc. / Calabasas	Senior MLO
09/2011	12/2012	PMAC Lending Services Inc. / Chino Hills	Loan Officer
09/2009	09/2011	PMC Bancorp / City of Industry	Loan Officer
05/2007	09/2009	Benchmark Mortgage / Victoria Gardens	Branch Manager / Loan Originator
05/2002	05/2007	Morgan Capital / Upland	Branch Manager / Loan Originator
01/1991	05/2002	Beneficial Finance / HFC / Rancho Cucamonga	AE / Branch Manager

## **LICENSING EDUCATION AND TRAINING**

- ⤴ CA BRE Broker Lic# 01872368
- ⤴ NMLS MLO LIC# 288498

## **MEMBERSHIP AND AFFILIATIONS**

- ⤴ National Association of Mortgage Brokers (NAMB), since 2011
- ⤴ CRMLS Multiple Listing Service (MLS), since 2005