

Jason Danowski

131 York St | Stoughton, MA 02072 | 401.419.9192 | jasondanowski@gmail.com

Business Development & Leadership Specialist

Eleven years of experience aggressively developing business, effectively leading teams and efficiently managing operations within an organization. Proven track record of establishing and maintaining prosperous relationships. Pursuing the opportunity to make a meaningful contribution to a team and its culture.

Key Attributes

- ❖ Proven ability to build relationships founded on integrity
- ❖ Excellent written and verbal communication
- ❖ Creative problem-solving skills, evaluating multiple variables from multiple perspectives
- ❖ Adaptive command of sales and negotiation fundamentals
- ❖ Passionate enthusiasm and pride in my endeavors
- ❖ Recruitment and procurement of top talent
- ❖ Confident motivator proficient in leading teams to success
- ❖ Highly tech-savvy and computer literate

Bank of America – Taunton, MA

2009 – Present

Assistant Vice President/Fulfillment Team Lead

- ❖ Serve as a liaison between sales and processing/underwriting groups
- ❖ Responsible for all loan-processing activities within a designated market
- ❖ Manage transaction pipeline to meet critical deadlines and deliver positive client experience
- ❖ Accountable to senior leadership for meeting of productivity goals and manufacturing quality metrics
- ❖ Engage in problem solving, both immediate and systemic
- ❖ Improve operational efficiency through workflow augmentation and culture adjustment
- ❖ Cascade ongoing policy/procedure changes to team and ensure adoption
- ❖ Responsible for associate payroll/timekeeping

Retail Sales Manager

- ❖ Served as a resource, mentor and manager to a team of loan officers and sales assistants
- ❖ Oversaw partnerships between direct reports and the banking centers they supported
- ❖ Continually gauged individual strengths/weaknesses and provided appropriate training/coaching
- ❖ Sourced and evaluated potential hires for loan originator and sales assistant positions
- ❖ Managed expense controls, draw management, pricing, and bonus reports
- ❖ Supported multiple banking centers by converting branch referrals to funded applications
- ❖ Exceeded expectations in cross-referring ancillary banking and investment products

Citizens Charter One Mortgage – East Providence, RI

2/2009 – 12/2009

Contract via Mergis Group

HASP Response Coordinator

- ❖ Maintain detailed knowledge of HASP, its programs (HARP/HAMP) and guidelines
- ❖ Devise and implement routing system for inbound calls and queued escalations
- ❖ Train call center representatives on HASP products and appropriate routing procedure
- ❖ Coordinate effective response to escalated program inquiries
- ❖ Log call activity and manage all recorded data
- ❖ Personally handle escalated cases

Providence Commercial Funding – Providence, RI

2008 – 2009

Senior Account Executive

- ❖ Sourced commercial projects seeking various types of funding
- ❖ Built and maintained a network of funding sources (VC, private equity, banks, hedge funds, etc.)
- ❖ Worked with prospects to match capital goals with lender/investor requirements
- ❖ Negotiated financing terms with clients and lender/investors

Equity Concepts, Inc. – Cranston, RI

2006 – 2008

Assistant Branch Manager

- ❖ Recruited and trained loan officers and sales assistants
- ❖ Established and maintained a network of referral partners
- ❖ Created and utilized data tracking systems to evaluate branch performance
- ❖ Devised and implemented marketing plans with Branch Manager
- ❖ Managed relationships with various vendors; credit, lead aggregators, etc.
- ❖ Maintained a working knowledge of partnering lenders, available products and their caveats
- ❖ Effectively engaged prospects via discovery process, eliciting their needs, motivations and expectations

Referral Mortgage, Inc. – Warwick, RI

2005 – 2006

Team Leader/Senior Loan Consultant

- ❖ Served as a resource, mentor and manager to a team of loan officers
- ❖ Maintained a working knowledge of partnering lenders, available products and their caveats
- ❖ Established and maintained a network of referral partners
- ❖ Effectively engaged prospects via discovery process, eliciting their needs, motivations and expectations

Town & Country Credit Corp. – Lincoln, RI

2003 – 2005

Branch Manager

- ❖ Oversaw all mortgage production, processing and underwriting activity for the entire branch
- ❖ Managed branch pipeline, application quality and revenue execution
- ❖ Recruited loan officers, processors and underwriters
- ❖ Trained all loan officers, many with no prior experience
- ❖ Groomed many originators who went on to become managers and top producers
- ❖ Provided senior management with production forecasts and was accountable to targets