



Sam Harris III

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PROFESSIONAL BIO

With more than twenty years of proven success in mortgage banking, commercial lending, human resource, business sales management, secondary markets, financial services, real estate, and corporate structuring for PPM and IPO's. As a hands-on executive with a consistent track record of profitability and top-line growth through the strengthening of leadership teams, revitalizing sales, branding, warehousing loans, lending innovation, and improving cost structures. With my unique and broad experiences, it has awarded me the opportunity to worked with and be mentored by some of the most successful individuals of Fortune 100 companies, in the areas of banking and lending. Building relationships with top lending executives in the equity, credit management, branch modeling, wholesale lending, compliance, sales & marketing are the keys to my success.

KEY SKILLS AND COMPETENCIES

- Comprehensive analytic skills with ability to create, measure, and scale the right mortgage workflow between mortgage brokers and mortgage loan officers.
- Ability to market, lobby, negotiate, resolve conflicts and deal tactfully within the community of complex financial and legal matters in the field of finance, accounting and economics
- Proficient in MS Word, PowerPoint, and Outlook.
- Ability to communicate complex technical data and statistics clearly and effectively.
- Evaluate the financial documents of the organization to check for discrepancies

EDUCATION

- Current Candidate for The Coolidge Law School Program
- Bachelor of Science in Business Management, 2009 -2013 - University of Phoenix
- Certified Financial Planner (CFP) 1999-2003, University of South School of Business
- Property Law and Underwriting, 1998-2000, Florida School of Insurance
- Corporate Real Estate, 1998-2004, Bob Hogue School of Real Estate
- Investment Adviser Program, 1992-1996, Herman Burkhart Investment Brokerage School

LICENSES/CERTIFICATION

- Licensed Real Estate Agent, Tampa, FL., 2008 – Current
- Licensed Mortgage Broker, Tampa, FL., 1995 – 2010
- Licensed in Series 6 , 26, and 63 (Investment License), Tampa, FL., 1995 – 2001
- Leadership MBA Program, Tampa, FL., 1993 - 2010
- Member of Florida Redevelopment Association, 2008 -2013
- President- City of Tampa Advisory Council-Central Park, 2008 - 2013
- Certified Mortgage Executive with Windsor Capital, 1999 - 2007

TECHNICAL EXPERIENCE

➤ Excel	➤ Lotus	➤ Vendeorscope	➤ Dun & Bradstreet
➤ Power Point	➤ CTS/ATS Sourcing Portal	➤ Zippy	➤ Equator
➤ MS Outlook	➤ DT Ultra	➤ SQL	➤ LPS
➤ Lexis Nexis	➤ LHIS	➤ MSP	➤ AS400
➤ POS Software	➤ Caylx	➤ TMQ	➤ Loan Magic
➤ ER/CCW	➤ Linux	➤ ACH	➤ Visa DPS
➤ Optimal Blue (PPE)	➤ Encompass LOS system	➤ MLSXChange	➤ Critix DPS

REFERENCES

- If requested, you will often be asked to provide references.