



STERLING FAUBEL

MORTGAGE TECH

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SOFTWARE EXPERIENCE

Encompass
Optimal Blue
Simple Nexus
Blend
Homebot
MobilityRE
Total Expert
Tavant
Podium
Experience.com
BombBomb
Sales Boomerang
MBS Highway
Mortgage Coach

WORK EXPERIENCE

TECH CONSULTANT

Fairway Mortgage Corporation

June 2019 - Present

- Manage/Own technology vendor relationships
- Train mobile app, CRM, and LOS technologies (Simple Nexus, Blend, Tavant, Total Expert, Homebot, Experience.com, Podium, List Reports MobiltyRE , Blend)
- Represent technology in all business development recruiting tasks
- Integral figure in new technology approval process
- Assist with software implementations and enterprise agreements
- Present feedback to developers
- Assist with product development roadmap
- Track technology KPI numbers

HEAD OF MORTGAGE

Door, Inc.

Apr 2018 - June 2019

- Started a broker mortgage division
- Secured lending relationships (software, funding, agent, title, insurance, etc...)
- Conducted Encompass and BeSmartee implementation
- Originated and funded loans (Conventional, VA, FHA)
- Maintained 40% conversion rate (Door Realty and Door Mortgage)

ENCOMPASS TRAINER

Fairway Mortgage Corporation

Jan 2016 - Apr 2018

- Facilitate Encompass LOS workshops
- Responsible for training Encompass software to new and existing Branches via onsite, web, or company conference calls
- Led new Branch Encompass implementation and training workflows
- Customize and present software applications (Optimal Blue, Encompass)

PARTNERSHIP CONSULTANT

CITI

Jan 2012 - Dec 2015

- Managed both Partnership and CBNA pipelines, averaging 387 units totaling \$195,143,480
- Integral component of three- person team averaging \$17M in monthly fundings
- Top internet lead conversion rate in division, maintaining 88% in 2012

EDUCATION HISTORY

Masters in Sustainability and Development

Southern Methodist University,
Lyle School of Engineering - 2014

Bachelor of Science: Economics and Business Administration

University of Science and Arts of Oklahoma - 2005