

## Nathan J Dunston

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### PROFESSIONAL EXPERIENCE

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#### Senior Home Lending Advisor – Retail

8/2020 – present

*Chase Bank, Oak Creek WI*

- Partnered with branch personnel to identify customer referrals and convert to mortgage applications
- Utilized technology resources to communicate effectively in a hybrid work-from-home / in-person environment
- Operated as a liaison between interested parties involved in the mortgage application process, including customers, realtors, title companies, and internal partners

#### Home Lending Advisor – Consumer Direct

11/2018 – 8/2020

*Chase Bank, Milwaukee WI*

- Proactively converted inbound and outbound leads into mortgage loan applications
- Sold purchase and refinance mortgages and home equity lines of credit in a call center environment
- Recommended optimum product / rate combinations to a variety of prospects, including refinance customers, first-time homebuyers, and jumbo-product customers
- Accurately sourced all business and logged all contacts with prospects, while adhering to applicable statutes and procedures
- Consistently met required sales performance for pre-established funded loan unit goals

#### Personal Trainer

2/2014 – 5/2015

*Gold's Gym, Milwaukee, WI*

- Provided comprehensive initial assessments to assist clients with goal setting and the establishment of regimes required to achieve said goals
- Led daily fitness training sessions with clients and provided general nutritional counselling
- Conducted regular reviews of client fitness progress and conducted follow-up sales of training services based on client progress

#### Military Police

7/2006 – 7/2011

*United States Army, Stuttgart, Germany / Afghanistan*

- Exemplified professionalism in written police reports using clear, concise language
- Collaborated with foreign national law enforcement, including German Polizei and Afghan National Police, using cross-cultural communication and knowledge of local laws in ways that supported mutually respectful and long-standing relationships
- Lead teams of 2-16 soldiers during training and combat deployment, including vehicle-mounted and dismounted patrols
- Instructed junior soldiers and Afghan police on law enforcement, counterterrorism, marksmanship, and first aid
- 2008 18th MP Brigade Soldier of the Year

### EDUCATION

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#### B.A. Global Studies – Global Security track; minors in Political Science and Spanish

*University of Wisconsin–Milwaukee*

- Member of Pi Sigma Alpha, the National Political Science Honor Society
- Seminar in International Relations: United Nations, New York, NY, May-June 2015
- Study Abroad: Pontificia Universidad Católica, Santiago, Chile, July-December 2016
- Volunteer Internship: AIESEC KRONOS Project, Sunyani, Ghana, March-May 2018