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Resume of Qualifications **David Marberry – Portfolio Manager**

CAREER EXPERIENCE

Proven General Manager with strengths in Finance, Customer Support and Contract Services Expertise includes extensive mortgage lending project leadership across the US. Successfully employed since 1990 as a mortgage lending contractor and owner/operator of a retail/wholesale business. Industry background spans retail, banking and real estate.

- Strategy Development & Execution
- People Development / Coaching
- Marketing Strategy
- Customer Relationship Management
- Business Development
- Asset Management
- P&L Responsibility
- Finance & Accounting
- General Management
- Streamlining Process

Advanced from entry level to Senior V.P. of a major financial institution within eight years, selected for membership on loan and leadership committees.

Supervised lending division with \$1 million operating budget, \$300 million loan portfolio including construction, land acquisition and commercial assets.

Personal origination, closing and servicing of loans in excess of \$500 million.

Initiated and led asset management division to resolve problem asset issues. Results: sold more than 750 properties, leased 250,000 S.F. of commercial space, sold or restructured over \$200 million in commercial real estate loans.

Created innovative mortgage loan programs designed to enhance real estate marketing.

Supervised and refined federal examination management and loan division public audits.

Directed all complex litigation activity involving mortgage lending division assets.

Current David J. Erb & Company – Portfolio Manager

Prior Great-West Life – Portfolio Manager

Supervised a portion of a \$4 billion commercial mortgage loan portfolio with assets across the US. Successfully managed valuation, risk assessment, sales strategy and mortgagor, property manager and lender liaison roles.

- Instituted effective plans for loan securitization and purchase of loan servicing rights.

Prior **American Savings – Asset Manager**

Mortgage loan servicing; management, leasing and marketing of residential, land and commercial real estate assets

Prior **Capitol Federal Savings – multiple positions**

Senior Vice President – Real Estate Investment Department Manager

Vice President – Commercial & Construction Loan Department Manager

Real Estate Loan Officer

14 year career included development and implementation of refinements to construction lending origination and servicing operations. Led strategic planning, credit review and loan division audit.

- Established a department to manage lending division federal examinations – including mortgage loans, commercial loans and subsidiary corporation investments.
- Refined / expanded Denver Metro Apartment Vacancy Study – a valued tool to this day.

EDUCATION

University of Colorado – BA – Environmental Science

Institute of Financial Education – Instructor: Construction methods, Mortgage Lending

Completed numerous courses including Business Law

Instructor of the Year 1984

FHA Designated Underwriter Certification

Wharton School of Business – Certificate Course in Commercial Real Estate Lending