

# Aljon Claridad Tacud

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## Profile

Experienced financial professional with solid understanding of risk profiles and client relations. Talents include facilitating approval processes, recordkeeping and financial statement review. Highly organised and attentive to details.

## Education

**Bachelor of Science Computer Science** 2010  
System Technological Institute, SHAW

## Employment

**Mortgage Advisor (Bilingual Advisor)** Jul 2019 – Jan 2025  
PHH Mortgage Services, Pasay, PH

- Maintained up-to-date knowledge of lending changes, specialising in post-COVID mortgages applications.
- Assisted clients secure mortgages, searching and securing bespoke packages to meet their needs.
- Specialised in securing variable-rate mortgages for private clients.

**Sales Consultant** May 2019 – Jun 2021  
Loop Contact Solutions, Makati, PH

- Executed complete sales cycle process, from prospecting through to contract negotiations and closing.

**Subject Matter Expert (Sales)** May 2016 – May 2019  
WNS Global Services

- Co-managed third-party relationships to enhance awareness and accelerate market penetration with existing and new programmes.
- Trained, coached and mentored consultants to increase team productivity.

**Assistant Bookmaker** Oct 2011 – Apr 2016  
Yew Tree Services Inc

- Politely answered betting inquiries over the telephone, via email and in-person, maintaining professionalism throughout.

## Skills

Customer service  
Efficient  
Skilled  
Bilingual  
Target-driver  
Data handling  
Phone system knowledge  
Mortgage application knowledge  
Loan calculations  
Figure forecasting  
Sales techniques

## Languages

English  
Spanish  
Tagalog