

Contact

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(LinkedIn)

Top Skills

Leadership & Talent Development
Strategic Planning & Execution
Sales & Revenue Optimization
Budgeting and P&L Management
Marketing & Brand Strategy
Project & Process Improvement
Client Acquisition & Retention
Business Administration
Strategic Business Growth

Languages

English (Native or Bilingual)

Certifications

Certified ScrumMaster (CSM)
Life Insurance License
Mortgage Loan Originator
Real Estate Agent

Taylor Dalton

Business Development Expert | Real Estate & Mortgage Financing
Professional | ASU MBA Candidate

Greater Phoenix Area

Summary

I am an MBA candidate and versatile business leader with a decade-plus of experience spanning mortgage lending, real estate, financial services, consulting, and franchise operations. By blending strategic vision with a hands-on approach, I have consistently driven revenue growth, strengthened client relationships, and optimized team performance across diverse sectors.

I excel at building high-performing, cross-functional teams, spearheading targeted marketing initiatives, and implementing innovative solutions that deliver measurable results. From scaling franchise operations to guiding clients through complex mortgage and financial planning, I thrive on problem-solving, collaboration, and continuous improvement.

Recognized for integrity, adaptability, and a forward-thinking mindset, I am passionate about turning challenges into opportunities for sustained business success. As I complete my MBA, I look forward to leveraging fresh insights and my extensive background to propel organizations toward new levels of performance and profitability.

Experience

E Mortgage Capital, Inc. NMLS# 1416824
Sales Manager & Broker NMLS #1285666
August 2023 - Present (1 year 7 months)
18071 Fitch #200, Irvine, CA 92614

Team Leadership & Performance: Oversee a team of brokers, driving performance through rigorous coaching, KPI tracking, and continuous skill development.

Growth & Market Penetration: Develop action plans that increased loan origination volume via referral partnerships, Direct to Consumer lead campaigns, etc.

Deep Product Knowledge: Stay on top of evolving market conditions, interest rates, and mortgage offerings to expand product lines (QM / Non-QM) and cater to broader client needs.

Achievement Highlight: Consistently met or exceeded monthly revenue targets within first X months by fostering a metrics-driven sales culture.

Equal Housing Opportunity

For State Requirements go to (<https://www.emortgagecapital.com/licensing>)

<https://www.nmlsconsumeraccess.org>

loanDepot

Senior Mortgage Loan Originator NMLS #1285666

November 2020 - July 2023 (2 years 9 months)

Foothill Ranch, California, United States

Client-Focused Financing: Consulted clients on diverse mortgage products, personally closing high volume of mortgages (15-25 closings a month).

Holistic Customer Experience: Implemented clear, proactive communication processes that reduced closing times and elevated satisfaction scores.

Key Win: Recognized as a top performer consistently surpassing monthly targets and maintaining near-perfect reviews.

Green Powered Solutions

Director of Sales And Business Development

June 2017 - January 2021 (3 years 8 months)

International

Market Expansion: Drove entry into new global markets by introducing user-friendly payment solutions, expanding revenue streams

Strategic Partnerships: Negotiated high-value alliances with technology platforms and financial institutions, increasing brand penetration and cross-selling opportunities.

Team Transformation: Recruited and mentored a sales team, cultivating a high-performance culture with 300% YoY Growth

Key Initiative: Spearheaded payment and banking solutions in high-risk markets

Smallcakes Idaho: Cupcakery, Creamery & Coffee Bar Franchisee

September 2016 - January 2021 (4 years 5 months)

Boise, Idaho, United States

Full-Scope Operations Management: Oversaw budgeting, vendor relations, and P&L optimization for a multi-product retail location with 20+ employees.

Brand Building & Marketing: Implemented targeted local marketing campaigns, growing monthly sales and boosting repeat customer rate

Staff Leadership: Recruited and trained service teams, consistently achieving 95%+ customer satisfaction ratings (based on feedback surveys).

Financial Oversight: Maintained strict cost controls, driving a 120% improvement in net profitability within the first year.

World Financial Group (WFG)

Sales Manager Financial Services

January 2019 - 2021 (2 years)

High-Impact Sales Strategy: Introduced systematic sales training for new agents, raising sales productivity by 60%.

Wealth Management Solutions: Specialized in life insurance, tax-free retirement vehicles, and high-net-worth portfolio diversification.

Project Management: Coordinated marketing campaigns and agent licensing processes, ensuring timely execution of growth initiatives.

Key Success: Led a team of 12 agents to surpass quarterly sales quotas consecutively for 6 quarters.

Keller Williams Realty, Inc.

Real Estate Agent

September 2017 - November 2020 (3 years 3 months)

Boise, Idaho, United States

Customized Client Solutions: Matched buyers with ideal properties, generating \$5m+ in transactions annually (part-time) and a high referral rate.

Negotiation & Closing: Secured above-market sales prices, consistently exceeding client expectations and local market averages.

Marketing Innovation: Leveraged social media, virtual tours, and staging strategies to accelerate property turnover times.

Compliance & Ethics: Maintained zero contract disputes or regulatory issues across all closed transactions.

Right Start Mortgage, Inc.

Mortgage Broker NMLS #1285666

September 2015 - November 2016 (1 year 3 months)

Indian Wells, California, United States

Client Consultations: Provided clear, solution-oriented guidance by gathering essential financial details and helping borrowers identify suitable mortgage options.

Relationship Building: Maintained open communication with clients through regular check-ins and ongoing support, fostering trust and long-term connections.

Customer Service Excellence: Addressed inquiries from existing and prospective borrowers promptly, ensuring a positive experience and building client loyalty.

Realtor Collaboration: Partnered with real estate professionals to offer market insights, coordinate processes, and facilitate smooth, on-time closings.

Transparency & Trust: Emphasized honest dialogue and straightforward explanations, promoting clarity and confidence throughout the lending process.

L3 Productions

Business Development Manager

July 2010 - January 2014 (3 years 7 months)

Los Angeles Metropolitan Area

Strategic Growth: Developed and executed market penetration strategies, delivering 200% revenue growth within the first year.

Brand Collaboration: Secured high-profile partnerships with major studios/ brands, elevating corporate visibility and driving recurring revenue streams.

Project & Team Management: Led cross-functional teams in executing marketing campaigns and digital content initiatives on time and under budget.

Liberty Leadership Consulting

Co Executive Director

December 2009 - December 2013 (4 years 1 month)

Washington

Consulting & Advisory: Provided strategic consulting to legislative bodies, nonprofits, and political organizations on grassroots mobilization and fundraising.

High-Profile Contracts: Negotiated agreements with Fortune 500 companies, political figures, and major donors, achieving a 10,000%+ increase in funding within two years.

Volunteer Leadership: Spearheaded large-scale volunteer recruitment efforts, surpassing volunteer targets by 1000%+.

Education

Arizona State University

Master of Business Administration - MBA, Finance · (December 2026)

Liberty University

Bachelor of Science - BS, Business Administration