

David Braun

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Summary

David Braun: Navigating Success through Vision and Versatility

Embark on a journey through two decades of dynamic expertise with David Braun, a seasoned professional renowned for his unparalleled leadership in finance, business development, and strategic foresight.

David's odyssey commenced as a trailblazing Store Manager at Tire America, where his innate knack for operational finesse first emerged. Transitioning seamlessly into the realm of finance, he donned the mantle of a Loan Officer at Harris Bank, honing his financial acumen with precision and finesse, a journey that continued at Hinsdale Bank and Trust.

In 2001, David carved his indelible mark on the financial landscape by founding Braun Financial, a Mortgage Brokerage firm, where he orchestrated a symphony of success as its visionary CEO until 2008. A maestro of milestones, he transformed challenges into triumphs, sculpting an enduring legacy within the industry's annals.

His narrative unfurled through the annals of time as he navigated diverse roles as a mortgage loan officer, sculpting bespoke financial solutions and fortifying client relationships from 2009 to 2021. With an unwavering commitment to excellence, he crafted a mosaic of success, earning accolades and admiration from peers and patrons alike.

In May 2021, David's trajectory ascended to new heights as he assumed the mantle of Senior Managing Director at Focus Mortgage Company, orchestrating a crescendo of growth through astute business development initiatives. His indomitable spirit and strategic prowess steered the company towards uncharted territories of prosperity, setting new benchmarks of achievement.

The saga continued to unfold as David embarked on a new expedition in January 2023, joining the illustrious Business Development Team at SERVPRO of Elmhurst. A beacon of innovation and resilience, he played a pivotal role in propelling the company's ascendancy within the restoration services sector, etching yet another chapter of success in his illustrious career.

David Braun stands as a paragon of leadership, revered for his strategic vision and unwavering commitment to excellence. Armed with a proven track record of navigating success across diverse environments, he emerges as a veritable linchpin, a catalyst for transformation and growth within any organization fortunate to enlist his expertise.

Experience



Business Development Team SERVPRO of Elmhurst

SERVPRO

Jan 2023 - Feb 2024 (1 year 2 months)

Dynamic Sales & Marketing Strategist at Servpro: Elevating Client Engagement

Welcome to a realm where passion meets precision! I'm a dedicated Sales & Marketing Strategist at Servpro, orchestrating success by exceeding client expectations and driving business growth.

Client-Centric Excellence: My unwavering commitment ensures tailored solutions that surpass expectations, fostering robust client relationships crucial for Servpro's success.

Innovative Solutions Architect: I leverage creativity and market research to position Servpro as an industry leader, offering comprehensive services like Water Damage Remediation and Commercial Solutions.

Strategic Marketing Maestro: Through targeted campaigns and adept communication, I drive lead generation and meaningful client connections, laying the foundation for mutual growth.

Conclusion: As a seasoned Sales & Marketing Strategist, I blend strategy with passion, driving client satisfaction and Servpro's success. Join me in shaping our future where excellence reigns supreme!



Sales Manager

Regional Mortgage Corporation

Feb 2023 - Oct 2023 (9 months)

Drive Revenue Growth with Dynamic Mortgage Sales Leadership

As a seasoned Sales Manager at Regional Mortgage Corporation, I specialize in exceeding targets and propelling revenue growth within the mortgage industry. With a relentless focus on fostering client relationships, I consistently deliver exceptional results while providing unparalleled service.

Key Strengths:

1. **Sales Mastery:** I excel in leading high-performing teams to surpass targets by implementing effective strategies, conducting meticulous market analysis, and providing tailored training to unlock their full potential.
2. **Client Centricity:** My strong communication skills and deep industry understanding enable me to forge lasting connections with clients, driving repeat business and generating valuable referrals.
3. **Strategic Execution:** I am adept at crafting and executing sales plans that penetrate markets, expand the client base, and maximize sales effectiveness. By staying ahead with market insights, I ensure strategic alignment with organizational goals.
4. **Expertise:** With in-depth knowledge of mortgage products, I guide clients through the process with up-to-date industry insights and meticulous compliance assurance, instilling confidence and trust throughout the journey.

Experience firsthand the transformative impact of dynamic mortgage sales leadership. Connect with me to explore opportunities for driving revenue growth and achieving unparalleled success in the mortgage industry.



Senior Managing Director

Focus Mortgage Company

May 2021 - Jan 2023 (1 year 9 months)
Senior Managing Director | Mortgage Industry Expert

Unlocking Success through Expertise and Innovation

As a seasoned Senior Managing Director in the mortgage industry, I bring a wealth of expertise across origination, underwriting, risk management, and compliance. My insights drive strategic decisions, streamline operations, and tackle market challenges head-on.

Crafting Cutting-Edge Strategies for Business Growth

Specializing in crafting and executing cutting-edge strategies, I propel business growth and expand market reach. With a keen eye on market trends, I uncover new avenues for growth, forge key partnerships, and tap into untapped markets. My foresight ensures organizations stay ahead of the curve, driving sustainable revenue upswings.

Delivering Exceptional Client Experiences

I thrive on delivering exceptional client experiences. By truly understanding client needs and tailoring solutions, I forge lasting bonds and earn trust. This client-first ethos fosters enduring partnerships and a loyal following.

Inspiring Team Leadership for Stellar Outcomes

Committed to nurturing top talent and fostering collaborative, high-performance teams, I cultivate an environment of innovation and excellence. Through mentorship and empowerment, I inspire teams to consistently deliver stellar outcomes, driving success at every turn.

Experience the transformative impact of expertise and innovation in the mortgage industry. Connect with me to explore opportunities for driving sustainable growth and achieving unparalleled success.



Licensed Mortgage Loan Originator

Caliber

Jan 2021 - May 2021 (5 months)

Mortgage Expertise and Product Knowledge:

As a Mortgage Loan Officer, I possess a comprehensive understanding of the mortgage landscape, including various loan programs, underwriting guidelines, and industry regulations. I stay up-to-date with the latest market trends, interest rates, and lending practices to offer informed advice and ensure that my clients make well-informed decisions throughout the mortgage process.

Client Relationship Management:

Building strong and lasting relationships with clients is at the core of my professional approach. I prioritize open communication, active listening, and a deep understanding of my clients' goals and financial situations. By providing personalized guidance, answering questions, and addressing concerns, I foster trust and confidence, making the mortgage process smooth and stress-free for my clients.

Tailored Solutions and Exceptional Service:

Every client has unique financial circumstances and homeownership goals. I excel at analyzing individual needs and providing tailored mortgage solutions that align with their long-term plans. Whether it's a first-time homebuyer, a refiner, or someone looking to invest in real estate, I work closely with clients to find the best mortgage options available and guide them through the application and approval process.

Mortgage Process Expertise:

Navigating the mortgage process can be complex and overwhelming for many. As a seasoned Mortgage Loan Officer, I have a proven ability to simplify and streamline the process for my clients. From pre-qualification to closing, I provide clear guidance, coordinate with all parties involved, and ensure timely and efficient closings, while maintaining a high level of transparency and professionalism.



Market Manager

Sun West Mortgage Company, Inc.

Jun 2019 - Dec 2020 (1 year 7 months)

Collaborated with Area Sales Manager to enhance and broaden the mortgage loan pipeline, necessitating the recruitment of three new mortgage lenders. Facilitated coordination with the Area Sales Manager and retail mortgage branches to amplify inter-team synergy and promote cross-sales. Crafted tailored lending packages to address diverse client requirements.

Education



Northwestern University

Certificate

Sales Pitch and Closing



Coursera

Google Project Management, Project Management

Oct 2022 - Dec 2022

Google Project Management



DePaul University

Completed Coursework

Jan 2001 - Dec 2001





































Morton West High School

Aug 1989 - Jun 1993


David Braun, honored graduate of Morton West High School Class of '93, carries the spirit of academic excellence and community commitment into his professional journey. Beyond the classroom, he embraced leadership and teamwork, shaping his resilient mindset. Today, as a proud alum, David values the lessons learned at Morton West, guiding his pursuit of success with a commitment to excellence and cherished memories. #MortonWestAlum #Classof93

Licenses & Certifications

-  **Business-to-Business Sales** - LinkedIn
-  **Social Success at Work** - LinkedIn
-  **Selling to Executives** - LinkedIn
-  **What They Don't Teach You at Harvard Business School (Blinkist Summary)** - LinkedIn
-  **Learning Personal Branding** - LinkedIn
-  **Lead Generation: Social Media** - LinkedIn
-  **Content Marketing: Social Media** - LinkedIn
-  **15 Secrets Successful People Know About Time Management (getAbstract Summary)** - LinkedIn
-  **The Five Thieves of Happiness (getAbstract Summary)** - LinkedIn
-  **Delivering an Authentic Elevator Pitch** - LinkedIn
-  **Learning Excel 2019** - LinkedIn
-  **Becoming Head of Sales: Developing Your Playbook** - LinkedIn
-  **The Art of Connection: 7 Relationship-Building Skills Every Leader Needs Now (getAbstract Summary)** - LinkedIn
-  **The Internet Trap: Five Costs of Living Online (getAbstract Summary)** - LinkedIn
-  **Top of Mind: Use Content to Unleash Your Influence (getAbstract Summary)** - LinkedIn
-  **Managing Your Professional Network** - LinkedIn
-  **Successful Goal Setting** - LinkedIn

-  **Advertising on Facebook: Advanced** - LinkedIn
-  **Content Marketing: Videos** - LinkedIn
-  **Flight Club: Drones and the Dawn of Personal Aerial Imaging** - LinkedIn
-  **Gmail Quick Tips** - LinkedIn
-  **Voice Search Marketing** - LinkedIn
-  **Advanced Google Ads** - LinkedIn
- Sales Pitch and Closing** - Northwestern University
-  **Marketing Tools: Social Media** - LinkedIn
-  **Key Account Management** - LinkedIn
-  **Real Estate: Fearless on the Phone** - LinkedIn
-  **Creating Your Personal Brand** - LinkedIn
-  **Google Apps: Tips, Tricks, and Techniques** - LinkedIn
-  **LinkedIn Creator Posting Strategy** - LinkedIn
-  **Google Cloud Foundations** - LinkedIn
-  **Identifying Your Target Market** - LinkedIn
-  **Google Drive Makeover: Organizing Files and Folders** - LinkedIn
-  **The Fearless Organization (Blinkist Summary)** - LinkedIn
-  **Leading Organizations: Ten Timeless Truths (getAbstract Summary)** - LinkedIn

 **Mistakes to Avoid When Obtaining Your PMP Certification** - LinkedIn

 **Everything as a Service (XaaS) is the Future of Business** - LinkedIn

 **Content Creation: Strategy and Tools** - LinkedIn

 **SharePoint Quick Tips** - LinkedIn

 **Foundations of Project Management** - Google

 **Hitting Your Sales Targets** - LinkedIn

Managing Projects with Microsoft 365 - Christine Matheney and Microsoft

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 **Google Forms Essential Training** - LinkedIn

 **Project Initiation: Starting a Successful Project** - Google

 **Social Media Stories: Creative Strategies and Tips** - LinkedIn


 **Introduction to CRM with HubSpot** - Coursera

 **Small Business Marketing Using YouTube** - Coursera

 **Automating Sales Tasks with Zapier** - Coursera

Get more followers by finding trending keywords and hashtags - Coursera
Project Network

Introduction to Project Management - Coursera Project Network

 **edX Verified Certificate for Introduction to ChatGPT** - edX
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 **Business Analysis & Process Management** - Coursera

 **Learning LinkedIn Sales Navigator** - LinkedIn

 **B2B Sales Strategy: How to Effectively Engage Executives** - LinkedIn

 **Media Training Essentials** - LinkedIn

Skills

Microsoft Office • Regulatory Compliance • mortgage processing • mortgage closing • Team Management • Payroll Services • Online Marketing • Google Docs • Direct Sales • Business Strategy

Honors & Awards

Rookie of the year - Harris Bank

Dec 1997

Production Rookie of the year 1997 Harris Bank