

## Application Form

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### Profile

Randy

First Name

W

Middle  
Initial

Zachary

Last Name

Home Address

Suite or Apt

City

State

Postal Code

Email Address

Cornerstone First Mortgage  
LLC

Employer

Branch Manager

Job Title

Primary Phone

Alternate Phone

### How long have you lived in your area of Washoe County? \*

☒ 11-20 years

Question applies to multiple boards

### Are you registered to vote in Washoe County?

☒ Yes ☐ No

### What district do you live in? \*

☒ District 4 - Commissioner AndriolaFind your Commissioner District [HERE](#).

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### Interests & Experiences

#### Which Boards would you like to apply for?

Washoe County Planning Commission: Submitted

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### Please tell us about yourself

#### Why are you interested in being part of this board, commission, or academy?

It's important to me, to be a part of giving back to this great community I live in. I know a lot of people in my district and have listened to many of their personal views. I think being a board member would allow me to greater help the great people of my district.

Question applies to multiple boards

**How do you feel you are qualified to serve on this board? Include any past experience, as well as serving on other board/commissions.**

I have started and ran many companies in real estate, lending and have vast experience in building, planning and development.

**Do you currently serve on any boards/committees or volunteer?**

☐ Yes ☒ No

**If yes, please list the boards/committees or volunteer programs.**

[Randy\\_Zachary\\_Resume\\_updated\\_.pdf](#)

Upload a Resume

Please attach a letter of recommendation.

**Please Agree with the Following Statement**

**I certify that, to the best of my knowledge, the information I have provided in this application is true and correct. If the information provided is false or incomplete, it shall be sufficient cause for disqualification or removal.**

☒ I Agree

## **Demographic Information**

**The purpose of collecting demographic information is to gain a comprehensive insight into the applicant pool. It is important to note that none of the demographic questions will affect the selection process for a position, ensuring that everyone has an equal opportunity to be considered.**

**What is your age range? \***

**What gender do you identify as? \***

**Which race/ethnicity best describes you? \***

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**What is your highest level of school completed? If enrolled, highest degree received? \***

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**What is your employment status? \***

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**What is your total household income? \***

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**Current or Past Washoe County Leadership Academy (WCLA) participant?**

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### **Nepotism**

**Are you a current employee of or related to anyone employed by Washoe County by blood or marriage?**

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☐ Yes ☒ No

**If yes, list the names and relationship of all persons you are related to. If you are an employee, list "Washoe County Employee" below:**

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**Please note that after submitting your application, it becomes part of the public record and is available for public viewing. Personal information is redacted.**

## Randy Zachary

<u>EDUCATION:</u>		<u>AWARDS:</u>	
-Graduate Real Estate Alliance School	2000	-Sales Person of the Year:	(2001-2007)
-Zig Zigler Sales and Marketing training	2004-2012	-Million Dollar Club Award:	(2002-2016)
-Ken Kingstad Phone sales skills training	2002-2005	-Sales Rep of the Year (Hawaii)	(2004, 2006, 2007)
-Tom Hopkins Sales & Management Training	2005-2007	-Silver Club Producer	(many occasions)
-John Maxwell Leadership training	2003-2016	-Sales Person of the Month	(many occasions)
-Wells Fargo Sales Management Training	2013-2017		

### Professional Experience

#### **Cornerstone First Mortgage LLC (Regional Manager)**

**(June.23-Current)**

Responsibilities include managing local branch, recruiting for local branch and for other branches in my region. I personally originate loans, train loan originators, hold monthly P&L meetings, marketing strategy meetings and much more.

#### **TJC Mortgage (DBA) Mortgage Right (Area Manager)**

**(May.21-June.23)**

Opening Branch in Northern Nevada. Responsible for recruiting, coaching, directing, and managing the sales activities of direct reports. Currently manage entire team's pipeline for efficiency and customer experience. I managed branch P&L's to ensure profitability of the branch. I also handle all hiring, employee separations, employee training, HR support and ensure team has the tools needed to ensure stable growing business. Also responsible for personally producing high quality loans by building relationships with realtors, builders, financial planners, past customers, and other non-traditional sources. My branch maintained 4.9 out of 5-star customer reviews through social survey. As a Branch Manager I Personally closed more than 20 million dollars in production while maintaining an excellent customer loyalty score. Multiple "Million Dollar Club" award winner. My branch produced 80 million in annual funding's

#### **Mortgage Professional Group INC. (Executive Director)**

**(Oct.2019-May.2021)**

Responsible for recruiting, coaching, directing, and managing the sales activities of 12 direct reports. Currently manage entire team's pipeline for efficiency and customer experience. As a broker I handle all HR, Payroll, accounts payable, accounts receivable, etc. I manage branch P&L's to ensure profitability of the branch. I also handle all hiring, employee separations, employee training, HR support and ensure team has the tools needed to ensure we have a stable growing business. Also responsible for personally producing high quality loans by building relationships with realtors, builders, financial planners, past customers, and other non-traditional sources. My branch maintained 4.9 out of 5-star customer reviews through social survey. As a Branch Manager I Personally closed more than 20 million dollars in production while maintaining an excellent customer loyalty score. Multiple "Million Dollar Club" award winner. My branch produced 80 million in annual funding's.

**Freedom Mortgage Corp. (Branch Manager)****(Oct.2018-Oct.2019)**

Opened first Branch in Northern Nevada. Responsible for recruiting, coaching, directing, and managing the sales activities of nine direct reports. Currently manage entire team's pipeline for efficiency and customer experience. I managed branch P&L's to ensure profitability of the branch. I also handle all hiring, employee separations, employee training, HR support and ensure team has the tools needed to ensure stable growing business. Also responsible for personally producing high quality loans by building relationships with realtors, builders, financial planners, past customers, and other non-traditional sources. My branch maintained 4.9 out of 5-star customer reviews through social survey. As a Branch Manager I Personally closed more than 20 million dollars in production while maintaining an excellent customer loyalty score. Multiple "Million Dollar Club" award winner. My branch produced 80 million in annual funding's.

**loanDepot (Branch Manager)****(Oct. 2017-Oct.2018)**

Opened first branch in Northern Nevada. Responsible for recruiting, coaching, directing, and managing the sales activities of nine direct reports. Currently manage entire team's pipeline for efficiency and customer experience. I managed branch P&L's to ensure profitability of the branch. I also handle all hiring, employee separations, employee training, HR support and ensure team has the tools needed to ensure stable growing business. Also responsible for personally producing high quality loans by building relationships with realtors, builders, financial planners, past customers, and other non-traditional sources. My branch maintained 4.8 out of 5-star customer reviews through social survey. As a Branch Manager I Personally closed more than 20 million dollars in production while maintaining an excellent customer loyalty score. Multiple "Million Dollar Club" award winner. My branch produced 104 million in annual funding's.

**Wells Fargo (Area Manager)****(Dec. 2013 – Oct. 2017)**

Responsible for recruiting, coaching, directing, and managing the sales activities of sixteen direct reports. Currently manage entire team's pipeline for efficiency and customer experience. Also responsible for producing high quality loans by building relationships with realtors, builders, financial planners, bank stores, past customers, and other non-traditional sources. As a Branch manager I Personally closed more than 20 million dollars in production while maintaining an excellent customer loyalty score. Multiple "Million Dollar Club" award winner.

**UniFirst Corporation (Territory Sales Representative)****(March 2012 - Nov. 2013)**

Responsibilities included: Business to business sales, sales presentations to owners and CEO's, and cold calls. Also directly responsible for facilitating cost analysis meetings with business owners and consulting their company's overall weekly expenses on uniforms and facility services and operations.

**Zachary Enterprises, (Business Owner)****(June 2008 - March 2012)**

Directly managed seven employees, and was responsible for all front and backend business operations. This included property inspections, property preservations, eviction services, property management, payroll, accounting, profit and loss reporting, accounts payables and receivables.

**Tri-City Mortgage, (Branch Manager)****(March 2001 - June 2008)**

This position involved recruiting, training, and managing a team of junior loan specialists. Specialized in the development of business network, and marketing strategies for business growth. Other responsibilities included processing the team's loans, packaging files, prospecting for new business, promoting corporate goals, as well as maintaining a referral pipeline of over 800 clients.