

Alfredo Guerrero Jr.
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EDUCATION

M.S. in Financial Planning, Texas Tech University , Lubbock Texas	in Progress
M.S. in Finance, Northeastern University , Boston, MA,	August 2017
M.Acc. in Accountancy, The University of Texas at El Paso , El Paso, TX,	December 2015
MBA in Executive Management, The University of Texas at El Paso , El Paso, TX,	August 2012
BBA in Accounting, The University of Texas at El Paso , El Paso, TX,	December 2010
BBA in Finance, The University of Texas at El Paso , El Paso, TX,	December 2008
A.A. in Business, El Paso Community College , El Paso, TX	May 1993

LICENSES & CERTIFICATIONS

- Licensed Mortgage Loan Officer – Texas & New Mexico (NMLS # 281391)
- Licensed Securities - SIE, Series 6, Series 63, and Series 65 (FINRA CRD # 6648816)
- Licensed Life & Health Insurance Agent – Texas & New Mexico (TX # 2023428) (NPN # 17685849)
- Certified – Six Sigma - Green Belt.
- Certified – Family Self Sufficiency Specialist & Housing Choice Voucher Specialist.
- Certificate of completion – APPQMR (Applying the QM Rubric)

POST-SECONDARY TEACHING EXPERIENCE

College Instructor, Tenure Track

January 2019 – Current

New Mexico State University/Dona Ana Community College, Las Cruces, NM

- Full-time Faculty in the Business Management Department.
- Part-time Instructor in the Administrative Technologies Department.
- Academic Student Advising and Recruitment.
- Develop and deliver innovative courses.
- Face-to-face, Hybrid, and Online Instruction

Adjunct College Instructor, Non-Tenure Track

August 2014 – January 2019

New Mexico State University/Dona Ana Community College, Las Cruces, NM

- Part-time Instructor in the Business Management Department.
- Part-time Instructor in the Administrative Technologies Department.
- Develop and deliver innovative courses.
- Face-to-face and Online Instruction

Adjunct College Assistant Professor, Non-Tenure Track

October 2018 – December 2019

Webster University, Fort Bliss, TX

- Part-time Instructor in the Walker School of Business & Technology.
- Develop and deliver innovative courses.
- Face-to-face and Hybrid Instruction

Courses Taught

New Mexico State University/Dona Ana Community College

ACCT 221 – Financial Accounting (undergrad) - 3 courses

ACCT 2210 – Principles of Accounting I (undergrad) - 4 courses

A ST 251G – Statistics for Business and Behavioral Sciences (undergrad) – 3 courses

BFIN 2110 – Introduction to Finance (undergrad) – 3 courses

BMGT 110 – Introduction to Business (undergrad) – 9 courses

BMGT 138 – Advertising (undergrad) – 1 course

BMGT 140 – Principles of Supervision I (undergrad) – 3 courses

BMGT 201 – Work Readiness and Preparation (undergrad) – 1 course

BMGT 208 – Business Ethics (undergrad) – 2 courses

BMGT 232 – Personal Finance (undergrad) – 3 courses

BMGT 236 – Small Business Start-up (undergrad) – 5 courses

BMGT 237 – Managing Small Business (undergrad) – 2 courses

BMGT 272 – E-Commerce (undergrad) – 2 courses

BMGT 275 – Entrepreneurship I (undergrad) – 2 courses

BMGT 286 – Introduction to Logistics (undergrad) – 1 course

BMGT 290 – Applied Business Capstone (undergrad) – 3 courses

BOT 120 – Accounting Procedures I (undergrad) - 2 courses

BOT 121 – Accounting Procedures II (undergrad) - 2 courses

BUSA 111 – Introduction to Business (undergrad) – 2 courses

BUSA 1110 – Introduction to Business (undergrad) – 11 courses

FIN 206 – Introduction to Finance (undergrad) – 7 courses

Webster University

FINC 5000 – Finance (grad) - 2 courses

FINC 5880 – Advanced Corporate Finance (grad) - 1 course

PROFESSIONAL WORK EXPERIENCE

Current Employment:

Mann Mortgage

Operations Manager

El Paso, TX

03/2023 – Present

- Coordinate and manage a team of Loan Officers and assistants at the El Paso and Las Cruces branches.
- Implement marketing and advertising methods for the retention, and recruitment of customers.
- Implement CRM and social media tactics for marketing exposure.
- Extensive amount of experience with FHA, Conventional (FNMA & FHLMC), USDA, and VA loans.
- Coordinate down payment assistance and first-time homebuyer programs.
- Manage relationships with account executives and private investors.
- Manage Loan Officer pipeline activities and lock loan rates.
- Teach and mentor Loan Officers on mortgage programs and concepts.
- Maintain a presence within the industry by actively being part of community events.
- Implemented strategies where the branches have tripled in production within five months.

Previous Employment:

Texas Star Steel (manufacturing industry)

El Paso, TX

05/2020 – 03/2023

Director of Finance & Administration – Consultant

- Create monthly, quarterly, and yearly budget reports.
- Supply Chain coordination of materials and warehousing purchases.
- Assessed and analyzed the risk and financial performance of the company.
- Prepare financial reports, payroll reports and inventory reports.
- Manage cash flow of the business
- Commercial business banking management.
- Manage and coordinate all business financing procedures.

ANG Drywall & Construction

El Paso, TX

01/2018 – 03/2023

Accounting Manager – Consultant

- Prepare financial reports, payroll reports and inventory reports.
- Manage cash flow of the business
- Commercial business banking management.
- Manage and coordinate all business financing procedures.

Southwest Funding LP (Branch 1037)

El Paso, TX

04/2013 – 12/2022

Branch Manager/Loan Officer

- Perform real estate cash flow assumptions, by interpreting financial statements and tax returns for clients.
- Analyze and interpret financial statements, business and personal tax returns, credit reports, title policies, real estate contracts and appraisals.
- Analyze calculation of income and debt ratios, verification of assets, collateral review, and credit review.
- Develop and implement a mortgage plan for clients.

Transamerica – Financial Advisors, Inc.

Plano, TX

09/2015 – 05/2022

Investment Advisor Representative

- Perform retirement analysis for current and prospective clients.
- Re-balance and maintain client portfolios.
- Analyze business revenues and expenditures to identify opportunities, to maximize investment returns.
- Determine financial objectives and other information needed to develop a financial plan.
- Identify banking and lending solutions for clients.

Housing Authority of the City of El Paso, Texas (HACEP)

El Paso, TX

08/2011 – 10/2013

Coordinator for Family Self-Sufficiency (FSS) & Homeownership Program (HOP)

- Prepared monthly and annual reports for departmental goals and deliverables.
- Monitored performance and improvements by organizing balance scorecard and e-logic models.
- Calculated initial & ongoing FSS escrow account balances, mortgage budgets/escrows for the department.
- Developed bilingual presentations for local non-profit agencies and HACEP participants.
- Implemented internal control procedures for HOP and FSS programs in accordance with HUD regulations.
- Case Managed and taught FSS participants' financial planning, budget, and mortgage concepts.

United Mortgage and Financial Services

El Paso, TX

06/2008 – 08/2011

Owner/Loan Officer/Financial Consultant

- Brokered independent commercial and residential loans.
- Facilitated hard money loans with private investors.
- Discussed relevant underwriting issues with borrower, mortgage consultant and real estate professional.
- Processed loan applications pre-underwrote loans and reviewed credit for private investors.
- Evaluated financial statements and initiated cost control initiatives.

Guerrero & Hernández, LLC/DBA Guaranty Mortgage

El Paso, TX

CEO/Owner/Loan Officer

03/1998 – 06/2008

- Sustained the operations of the business – interviewed, hired, and trained employees.
- Marketed and advertised for the retention and recruitment of customers.
- Reviewed and analyzed documentation provided on each loan including the 1003, credit report, income and asset documentation, purchase agreement, title report, etc. to make an informed lending decision.
- Processed and coordinate first-time homebuyer programs with HUD federally funded programs.

PRESENTATIONS:

- October 2020 - DACC Professional Development Workshop Presentation – “Financial Literacy 101”
- August 2017 – Real Estate Presentation – Mortgage Planning
- July 2015 – Transamerica Presentation – Financial Planning Seminar

PROFESSIONAL DEVELOPMENT ACTIVITIES

- A Crash Course in Hybrid Course Design
- Strategies for Teaching Online
- Advanced Teaching Online
- QM-Quality Matters Teaching Course
- Independent Applying the QM Rubric
- DACC Professional Development for Online Teaching and Learning

PROFESSIONAL SERVICE

- NMSU-DACC, Student Financial Planning Admissions Initiative; Co-Teacher 2022
- NMSU-DACC, Faculty Council; Alternate Member 2022
- NMSU-DACC, Faculty Council; Treasurer 2020
- NMSU-DACC, Accelerated Degree Program Initiative; Committee Member 2020
- NMSU-DACC, Business Management Program; Advisory Council Member 2015 – present
- NMSU-DACC, Administrative Technologies Program; Advisory Council Member 2017 – present

PROFESSIONAL MEMBERSHIP

- Mortgage Bankers Association (MBA) - member
- Association of Accountants & Professionals (IMA) – member
- American Institute of Certified Public Accountants (AICPA) – member
- Society for Human Resource Management (SHRM) – member

ADDITIONAL SKILLS

- Experience with Zoom technology
- Experience with Web-CT
- Bilingual – Spanish and English
- Experience with CRM systems
- Extensive experience with Canvas applications
- Extensive experience with Microsoft software applications
- Extensive experience with Cengage, Brightspace, and Pearson applications
- Extensive experience with Distance Education applications and teaching procedures

References Available Upon Request