

# MCT Adds Four Business Development Positions to Continue Expansion

SAN DIEGO, Calif., March 25, 2014 (SEND2PRESS NEWSWIRE) – MCT Trading, Inc. (MCT), a recognized leader in mortgage pipeline hedging and risk management services, announced that it added four newly created positions in order to provide unsurpassed service levels of sales support and guidance to lenders.

“We expanded our sales force because we see untapped opportunity to work with lenders that need personal, ongoing assistance with business development and hedging strategy,” said [Curtis Richins](#), president of MCT. “Our approach to customer service is unique in the industry – we provide a lot of education, coaching and flexibility to a client’s overall capital markets needs. MCT’s salespeople do not have a once and done mentality to bringing on new clients like some of the other hedge firms. Post-boarding, they continually monitor client activity to ensure the greatest level of success and act as a trusted capital markets partner.”

MCT’s proprietary [HALO \(Hedging And Loan sales Optimization\) Program](#) and outsourced lock desk service, [LockCentral](#), have had a significant uptick in sales. The company currently has over 130 lender clients and growing.

Anthony Ianni, an existing MCT employee, has refocused his efforts in the position of regional sales executive where he works out of the company’s Philadelphia office. He has more than 27 years of experience in secondary marketing, operations and sales management working with all types of lending organizations.

Kim Moore, also an existing employee, was promoted to regional sales executive and supports the Southeast region of the country. She has a very successful track record in farming new business and forging relationships. Prior to joining MCT, Kim worked at Citibank Mortgage and Countrywide as a top-tier salesperson.

Christina Moore has joined MCT as regional sales executive in the Dallas office. She has extensive experience in mortgage operations, hedging and analytics, sales, and marketing. Past employers include Countrywide, D.R. Horton Builders, BSM Financial and Aspire Lending. In addition, Christina has worked with the major loan origination systems (LOS) and pricing engine providers, providing her with a strong understanding of mortgage technology.

Danyel Shipley was hired as a regional sales executive based out of MCT’s corporate headquarters in San Diego. She holds over 10 years of mortgage banking experience and has been a standout performer at Paramount Equity, Topdot Mortgage, Signature Capital and Aegis Lending. Most recently, Danyel held a position supporting clients on MCT’s hedge desk team.

## **About MCT Trading:**

MCT Trading is a risk management and advisory services company providing

independent analysis, training, hedging strategy and loan sale execution support to clients engaged in the secondary mortgage market. Founded in San Diego, California in May 2001, the company has expanded to include field sales and support offices in Philadelphia, Dallas, San Francisco and Charlotte. MCT is recognized as a leading provider of mortgage pipeline hedging service and currently supports more than 100 clients on the HALO (Hedging And Loan sales Optimization) Program. MCT also offers a central lock desk service to mortgage bankers that effectively outsources the lock desk function called LockCentral.

For more information, please visit <http://www.mct-trading.com/> or call (619) 543-5111.

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