

MCT Reorganizes Sales Processes, Expands National Sales Team, and Forms Client Success Group

SAN DIEGO, Calif., April 16, 2019 (SEND2PRESS NEWSWIRE) – Mortgage Capital Trading, Inc. (MCT), a leading mortgage hedge advisory and secondary marketing software firm, today announced it has restructured the company's internal sales processes, bolstered the sales team, and launched a Client Success Group (CSG). Implementation of the changes pave the way for significant growth as the company continues innovating, launching new products and services, and on-boarding clients.



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MCT's national sales team will continue to cover the entire country via structured territories but will now arm salespeople with the ability to introduce additional solutions, services and software to lenders. Tom Farmer, Managing Director at MCT, who is an accomplished business development and marketing executive, has assumed the role of Managing Director of National Sales, taking over for industry veteran Bill Wooten after recently retiring as Managing Director emeritus. Tom's solution-oriented approach to sales management and business strategy have already yielded tangible results since assuming the role full-time.

“I am proud to take over the reins of this accomplished sales operation,” said Mr. Farmer. “I look forward to upholding and expanding upon the impressive record of client service and growth the MCT sales team has seen under Bill Wooten’s leadership.”

In addition to new leadership, MCT has organized national sales coverage into six regional territories. Anthony Ianni and Rhiannon Bolen have assumed the roles of Northwest and South Regional Sales Director, respectively. They join MCT veterans Rhonda Beck, Southeast Sr. Regional Sales Director; Danyel Shipley, West Regional Sales Director; Joel Dulmage, Midwest Regional Sales Director; and Cara Krause, Northeast Regional Sales Director.

Details on MCT sales territories and contacts can be found on the MCT website contact page: <https://mct-trading.com/contact/>.

Integral to the update of company-wide sales processes is the addition of a new Client Success Group that is 100 percent focused on ensuring new customers are as successful as possible during the on-boarding stage and post ramp up with respective MCT support teams. This newly formed group will be run by Director of MCTlive! Deployment Paul Yarbrough, who will focus on establishing consistent client touch points, open communications, provide efficiency tools, and intimate support levels in order to deliver the best possible client experience. Maximizing the success and performance optimization of MCT clients in every way possible is the founding mission and chief priority for the CSG to move MCT forward.

“It is hands down the most exciting, successful time that MCT has ever experienced since being founded back in 2001,” said Curtis Richins, President of MCT. “As a company, we’ve gone through so many monumental positive changes over the years, grown tremendously, hit major milestones, and had an immeasurable impact in moving the mortgage industry forward with secondary marketing advancements. The updates we are making to our sales organizations are all extremely favorable and designed to enable us to grow at a healthy, controlled rate while continuing to deliver the best-in-class service that is core to MCT’s DNA. MCT has entered a new chapter and the future is incredibly bright.”

About MCT:

Founded in 2001, Mortgage Capital Trading, Inc. (MCT) has grown from a boutique mortgage pipeline hedging firm into the industry’s leading provider of fully-integrated capital markets services and technology. MCT offers an array of best-in-class services and software covering mortgage pipeline hedging, best execution loan sales, outsourced lock desk solutions, MSR portfolio valuations, business intelligence analytics, mark to market services, and an award-winning comprehensive capital markets software platform called MCTlive!

MCT supports independent mortgage bankers, depositories, credit unions, warehouse lenders, and correspondent investors of all sizes. Headquartered in San Diego, California, MCT also has offices in Philadelphia, Santa Rosa, Los

Angeles and Dallas. MCT is well known for its team of capital markets experts and senior traders who continue to provide the boutique-style hands-on engagement clients love.

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

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