



Carol Marx | LinkedIn

CAROL MARX

Professional Mortgage Banker, Manager & Community Collaborator. Leader providing organizational strategy, record breaking production, coaching teams, and individual contributors, with engagement of Realtors, Developers and Mortgage Lenders for net revenues.

Energized to meet demanding needs of people and organizations with results desired.



PROFESSIONAL EXPERIENCE

Lift HI Foundation – Advisor, 2024

Consultant on the collaboration of Lift HI and community partners in creating a hospital nurse aide training program helping low-to-moderate income individuals get placed in good jobs.

Hawaii Credit Union League – CEO/President, 2022-2023

Represented Hawaii with 50+ credit unions for advocacy to preserve the status of the credit union movement in the nation and globe.

Bank of Hawaii – Mortgage Banking Division

Sr. Vice President, Retail Sales Manager, 2009 – 2021

Managed Hawaii and Guam, Residential Loan Originations, and marketing to Realtor & Residential Developer Industries. Advanced market share ranking statewide from #5 in 2009 to #1 in 2012. Continued as #1 through this current year. Record breaking production in 2020, 2019 & 2016. Number of direct reports ranged from 27 to 46. Project development financing lead for 20+ high-rise new condominiums and various residential developments resulting in top % capture rates for the bank. Mentored and coached Loan Officers, with 65% of them in the Top 100 ranking statewide. Events & Marketing oversight and liaison to the Realtor, Developer, Title & Escrow, Advertising and PR companies organizing statewide conferences, membership meetings, large events plus exclusive ones for networking.

Bank of America; Inter-Island Home Loans

Joint Venture Manager, 2007 - 2009

First Hawaiian Bank

VP, Mortgage Banking Department Manager, 2000 – 2007

KEY STRENGTHS AND COMPETENCIES

Strategic Alliances * Innovative Leadership * Customer Experience
Sales Management * Marketing Events and Promotions * Board
Management * Coaching and Mentoring * Project Lender Manager

BUSINESS & COMMUNITY AFFILIATIONS

Hawaii HomeOwnership Center * American Cancer Society * Mortgage Bankers Association * Honolulu Board of Realtors * WildKids Hawaii
* Papahānaumokuākea Marine Debris Project * Le Jardin Academy

EDUCATION AND INDUSTRY CREDENTIALS

Boston University, master's in public health (enrolled, completion 2025 Dec.)
University of Hawaii at Manoa, Bachelor of Business Administration in Finance
Hawaii HomeOwnership Center - Immediate Past President 2021, Board Chair and Development Co-Chair, (2020-2024)
American Cancer Society Hawaii/Guam, Gala Committee (2024)
Mortgage Bankers Association of Hawaii President (2018)
American Heart Association, Heart Walk Honorary Chair (2017)
Le Jardin Academy, Project Grad Co-Chair (2016, 2019)
Soroptimists International of Waikiki Inc., Past President