

Dan Munson

Founder & Full-Stack Software Architect

Modern Web Platforms · Custom Web Applications · Internal Systems · Remote | United States

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SUMMARY

Founder and full-stack software architect building modern web applications and production-ready internal systems. Over 20 years of experience operating and scaling revenue organizations in regulated financial environments. Specialized in custom web application development, system optimization, and disciplined data architecture. Designs scalable platforms grounded in real-world operational constraints. Combines building execution with revenue intelligence to deliver durable, high-performance software.

EXPERIENCE

Mektra

Apr 2025 - Present

Founder & Full-Stack Software Architect

Remote

- Architect and build full-stack applications using Next.js, App Router, Postgres, Supabase, and secure row-level access control
- Design scalable data models, API layers, and automation systems for operationally complex environments
- Implement AI-assisted development workflows to accelerate execution while preserving production standards
- Perform code audits and performance optimization to improve reliability, maintainability, and system speed
- Ship production-ready software without layered management overhead

Lower

Nov 2025 - Present

Senior Mortgage Loan Officer

Remote

- Architect mortgage origination workflows aligning with ULAD 3.4 and MISMO standards
- Validate system behavior against live production loans to improve auditability and data integrity
- Contribute to CRM structure, compliance-driven data models, and operational efficiency improvements

Realtor.com

Sep 2024 - Nov 2025

Digital Sales Consultant

- Ranked #1 nationally in December 2024
- Achieved 125%+ to quota with \$1M+ total contract value
- Closed multi-product SaaS bundles with 50-70% attach rates
- Built internal pricing calculators and sales tooling adopted across the organization

Highly Finite

May 2023 - Sep 2024

Head of Sales

- Partnered directly with founder on pricing models, CRM workflows, and outbound systems
- Designed revenue tracking structures and performance dashboards

PHX Lending

Mar 2022 - May 2023

Founder & Mortgage Broker

- Funded \$6M-\$8M monthly across Conventional, FHA, VA, Jumbo, and investor programs
- Built CRM workflows and automation reducing average close times to 12 days
- Recognized as UWM Top 1% Broker

Rocket Mortgage

Mar 2018 - Oct 2019

Sales Director

- Led and coached 15-person team while maintaining individual production
- Managed forecasting, KPIs, and pipeline reviews
- Earned multiple President's Club awards

SELECTED SOFTWARE PROJECTS

Studio 1003

Mortgage workflow platform designed to streamline loan origination, enforce compliance parity, and reduce operational overhead. Built with Next.js, Supabase, Postgres, and strict row-level access control.

Vet Uplift

Structured public resource directory enabling clean data modeling and scalable access to veteran services.

Mektra CRM (In Development)

Modern internal workflow platform focused on performance optimization, clean system architecture, and production-grade standards.

CORE SKILLS

Software Development

Custom Web Apps Full-Stack Development
Internal Tools Production Architecture
API Design

Technical Stack

Next.js TypeScript Postgres Supabase
Row-Level Security Performance Optimization

Systems & Domain

Revenue Operations Regulated Finance
ULAD / MISMO Workflow Optimization

EDUCATION

Associate's Degree - Front Range Community College (GPA 4.0)

Professional Certification, Full-Stack Development - Codecademy (In Progress)

Professional Certification, AI, Analytics & Automation - DataCamp (In Progress)