

Loan Producer

POSITION SUMMARY:

This position requires a strong, goal oriented individual with a proven sales background, to facilitate the origination of commercial real estate loans. These loans will be in the \$1 million to \$50 million range for established correspondent lending relationships, with Life Insurance Company, CMBS, Finance Companies & Banking relationships. Compensation is base salary, plus commissions determined by loan production levels and fee income generated.

ESSENTIAL FUNCTIONS:

- Generate annual loan production in accordance with established goals, targeting a loan size of \$1 million to \$50 million for correspondent lenders.
- Develops prospective clients via calling or independent marketing efforts.
- Maintain a working knowledge of local commercial real estate market.
- Responsible for creating financing presentations that are tailor made to each real estate client within the bounds of the various correspondents underwriting standards.
- Perform property economic and financial analysis, accurate and timely market analysis, review and analysis of borrower financial and credit documentation, and on-site property inspections to assess the physical condition, viability, quality of management and marketability of loan collateral.
- Prepare investor/submission packages, which are sent to lenders for the purpose of obtaining applications and/or commitments. This responsibility includes answering underwriting questions and providing any additional support material that might be required. Packages vary in complexity according to lender guidelines, but typically include a loan analysis, description of property, location & borrower, and a market analysis with comparable properties and information supporting the concluded loan request.
- Assist Borrowers and Loan Analyst in the gathering and flow of information to the investor as required. Proactively manage transactions to ensure expectations of customers are met.
- Maintain individual production reports for Department Manager.

QUALIFICATIONS:

- Must have strong background in sales and business development.
- BA / BS Degree in Business / Accounting / Finance or equivalent experience.
- Previous experience in commercial real estate lending or banking.
- Must have strong written and verbal communication skills.
- Must be proficient in WORD & EXCEL.

SALARY RANGE: Salary package is based on experience.