

Senior Loan Originator / Relationship Manager

What You Will Do

Loan Originator / Relationship Managers build and maintain lasting business relationships directly with investors and through intermediary channels such as mortgage brokers and real estate agents located throughout the United States. Your job responsibilities will include:

- Drive new loan sales by building and strengthening investor, mortgage broker, and realtor relationships
- Maintain a strong pipeline to meet clearly defined and achievable loan production targets
- Work with senior management to identify potential business sources
- Develop and maintain client database for effective use of contact management tools and CRM
- Evaluate clients' borrowing needs and related credit worthiness through the initial interview process
- Negotiate and structure new loan terms
- Work with investors/borrowers to obtain initial documentation for submission to underwriting/processing
- Communicate with clients to ensure completeness and accuracy of required information
- Collaborate with our Operations team to keep customers informed on status of submitted loans and to ensure smooth and timely closings
- Monitor pipeline reports to determine status of all loans
- Additional related duties, as required

Experience and Skills Required

Candidates should have a demonstrable track record in monthly origination volume of Fix-and-Flip and Fix-to-Rent bridge loans or Long-Term DSCR Rental Loans.

Experience:

- Minimum of 2 years in residential or commercial lending with at least 1 year in private money loan origination in Fix and Flip or Fix to Rent: (required)
- Existing investor relationships and/or a current book of business (preferred)
- Experience with long-term single-family DSCR rental loans a plus

Education:

- Bachelor's Degree (Preferred)

Skills:

- Excellent phone and people skills
- Ability to analyze real estate investments and communicate loan structures
- Proficiency in MS Excel and willingness to learn new software (CRM, Loan Origination, etc.)
- Strong written and verbal communication
- Organized with an attention to detail and time management

Job Description

Title:

- Senior Loan Originator / Relationship Manager

Job Type:

- Full time / Exempt.

Compensation:

- Optional - Base Salary plus Commission

Benefits:

- Health insurance
- Dental insurance
- Vision insurance
- Paid time off / vacation
- Flexible schedule

Location:

- California, Midwest, Northeast, or Southeast
- Fully Remote with flex capability in the Seal Beach, CA corporate office

FOUNDATION is an Equal Opportunity Employer and welcomes applications from all suitably qualified persons regardless of their race, sex, disability, religion/belief, sexual orientation, or age. We look forward to hearing from you!