

Senior Loan Originator

Job Description

Title:

- Senior Loan Originator

Job Type:

- Full-time/ Exempt

Location:

- Remote, with flexible capability in the corporate office in Seal Beach, CA.

Meet Foundation:

Foundation Specialty Finance is a tech-enabled specialty finance company transforming how real estate capital is deployed, managed, and resolved. Based in Seal Beach, California, we bring together decades of industry experience to deliver fully integrated Special Servicing, Loan Origination, and a Digital Marketplace—powered by our proprietary platform, ACHIEVE™.

We serve financial institutions across the country, including private lenders, regional banks, and private equity firms. Our loan programs and acquisition strategies span non-owner-occupied residential properties, small-balance commercial real estate, and CRE loans originated by third parties. ACHIEVE™ offers real-time access to pricing, asset data, and loan-level decisioning across the full investment lifecycle.

At the helm is Ron McMahan, CEO and Founder. With over 25 years in capital markets, distressed asset management, and fund oversight, Ron has raised more than \$6 billion in debt and equity and overseen the acquisition and resolution of over 20,000 assets. He previously led American Mortgage Investment Partners (AMIP), where many of the strategies now embedded in ACHIEVE™ were first developed. His leadership is grounded in disciplined growth, operational excellence, and investor performance. Foundation continues to scale through technology, talent, and a sharp focus on market opportunity, positioning the firm as a trusted partner to institutions across the real estate finance landscape.

Job Responsibilities:

The *Senior Loan Originator* builds and maintains lasting business relationships directly with Real Estate 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 relationships with investors, brokers, and other real estate contacts
- Maintain a strong pipeline to meet loan production targets
- Work with senior management to identify potential business sources
- Develop and maintain a client database for effective use of contact management tools and our CRM
- Evaluate clients' borrowing needs and related credit worthiness during the initial screening process
- Negotiate and structure loan terms including pricing, fees, duration, and timing
- 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 the 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:

- Bachelor's Degree (Preferred)
- 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
- 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
- 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 attention to detail and time management

Compensation:

- Base salary (varies depending on experience)
- Commissions for every loan funded
- Benefits:
 - Health Insurance
 - Dental Insurance
 - Vision Insurance
 - Paid Time Off / Vacation

Working at Foundation:

Foundation Specialty Finance offers a performance-driven environment designed for experienced professionals who value precision, accountability, and results. With lending, asset management, capital markets, and technology under one roof, team members gain meaningful exposure to the full real estate credit cycle.

We maintain a culture of transparency and execution. Our structure empowers individuals to take ownership of their roles while engaging in strategic, cross-functional work. We value deep expertise, sound judgment, and the ability to adapt in a fast-paced, data-informed environment.

As we continue to expand, Foundation provides the tools, support, and flexibility for long-term professional growth. We're building a team aligned with our mission—driven, capable, and committed to delivering measurable outcomes.

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!



Join Foundation Specialty Finance — where expertise, execution, and growth come together.