



Position: Business Development Manager, Real Estate Lending

Company Overview

A fast growing Mortgage Investment Corporation (MIC) was formed in 2012 to provide investors an opportunity to invest in mortgages and generate attractive returns by participating in mortgage investments. The Company has witnessed aggressive growth in its over five years of operation. We currently manage a diversified portfolio of mortgages of 84M and have funded mortgages worth \$ 240 million. We provide both residential and commercial mortgages and bridge financing to home owners, builders, developers and borrowers seeking to purchase or develop residential and commercial real estate. The Company has a hands-on approach to funding and works closely with associate firms to ensure each loan is suitably structured and adequately secured.

About the Position:

Full Time Job

The Company is seeking a Business Development Manager, Real Estate Lending with a self-driven attitude. The successful candidate is sales oriented, self-managed and responsible with a strong work ethic. This individual also has a passion for networking and enjoys seeking clients to build the company's portfolio.

Responsibilities

- Identifying sales leads, communicating the Company's financial services to prospective clients and maintaining a good working relationship with existing and new contacts.
- Following up new business opportunities and setting up meetings
- Overseeing the development of marketing literature
- Participating in developing new sales strategies to increase market share in British Columbia
- Writing reports to provide management with feedback
- Keeping up-to-date with latest industry knowledge and trends
- Developing and maintaining a strong presence and level of business development with Mortgage Brokers and their referrals
- Analyzing business opportunities and creating plans to maintain continuity, growth and attainment of sales objectives by identifying, developing and maintaining relationships with Mortgage Brokers
- Evaluating and recommending mortgage applications to the Credit Committee by assessing customer's credit history, collateral and income or ability to pay within established guidelines or modifying the application parameters accordingly
- Following through the mortgage deals until the loans are funded
- Monitoring the funded mortgages until the loans are paid out

- Preparing for the monthly mortgage portfolio reports according to the Management's requirement
- Managing the mortgage portfolio according to the Company's updated lending guidelines

If the thought of sitting behind a desk all day gives you itchy feet, this could be the job for you as you'll be required to spend a large amount of time visiting clients and attending [networking events](#). You'll usually work office hours, Monday to Friday but working at weekend or after working hours might be required.

- Want a job where you can progress? This career can offer that. From business development manager you can progress to become a senior development manager, business development executive.
- Or, using the selling, negotiating and project management skills you've gained, you can side-step into other areas of business.
- This job is a constant challenge and requires a number of skills, good business sense and financial planning, marketing skills, strategy development and implementation.
- When you are dealing with new business, the job requires a lot of creative thinking to spot new opportunities and to establish rapid growth within the new market place. It's very satisfying when the development strategy pays off and the results can be clearly seen.
- It can be stressful trying to develop business opportunities, you are dealing with external and internal challenges some of which can end up out of your control. While there's plenty of satisfaction when things go right, the flipside is the pressure if things don't go so well.
- Personal qualities like great communication and sales skills count for more than formal qualifications in this job.

Qualifications required:

- Good business sense
- A deep understanding of marketing principles
- Good communication skills
- A positive attitude
- Negotiation skills
- Plenty of initiative
- Sub mortgage broker license is required for this position and must be licensed within 3 month after if currently not licensed yet
- Post-secondary College diploma or University degree in business, commerce or economics or equivalent work experience
- 3–5 years' experience in mortgage lending sales
- Excellent time management skills
- Strong understanding of residential mortgages products
- A polished, sophisticated, corporate manner
- Effective listening skills and exceptional interpersonal and communication skills
- Ability to work independently

- Bilingual in both Mandarin and English is a must

How to apply?

Please send your cover letter with your resume to: info@gentaicapital.com

Full Time Permanent Job

Closing Date: June 1st, 2018

Location: Richmond