

# Commercial Real Estate Sales

Newport Beach, CA

July 2022

## **Opportunity:**

Slatt Capital seeks a polished, self-driven, solution-oriented salesperson to source and originate commercial and multifamily loans under the direction, and in collaboration, with a senior producer. You will work within a dynamic tech-forward mortgage banking platform that leverages the collective knowledge of the whole. This position offers an outstanding opportunity to learn the origination side of the commercial real estate finance business and develop a future as a commercial mortgage banker.

## **The Company:**

Slatt Capital is a long-standing privately held and respected institution with more than 50 years of experience in commercial mortgage banking. Slatt Capital has diverse correspondent network with several of the most prestigious lenders in the country, providing custom-tailored solutions for borrowers' needs. In addition to a powerful track record of loan origination, Slatt Capital also services over \$5.0 billion in loans.

## **Essential Tasks and Responsibilities:**

- Research potential prospects and clients for financing opportunities
- Connect with perspective clients and referral sources via phone, email, video, and in-person communication
- Actively participate in industry networking events
- Support the business development efforts of the firm and senior producers
- Develop a potential client database using comprehensive internal CRM system
- Build strong lender relationships
- Size and underwrite financing requests
- Market financing packages to potential lenders

## **Skills & Requirements:**

- Must have current California Real Estate License
- Excellent communications and relationship building skills
- Hardworking entrepreneurial spirit that drives you to succeed
- Strong technological understanding and skill set
- Detail oriented with ability to be self-directed and motivated
- Team player who understands the benefits of collaboration with like-minded colleagues
- 1-3 years of experience in sales preferred

**Compensation:** Commission based compensation.

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