

Mortgage Loan Originator



-Scorecard

Reports to the President

Impeccable Lending is licensed in four states with offices in Hiawassee, GA and Beaufort, SC. We are professional, agile, and fast-paced with a goal to provide our clients with exceptional services. By adopting a 'people before profits' approach, we're confident that when we operate with your best interest in mind, the rest falls into place.

We are looking for a Mortgage Loan Originator to join our team. The successful candidate will be responsible for originating mortgage loans, providing guidance and advice to clients, and ensuring that all paperwork is completed accurately and in a timely manner. The ideal candidate will have excellent communication skills, an understanding of the mortgage industry, and the ability to work independently in an office setting. This is a commission-based role with an opportunity to make \$200,000+.

Responsibilities:

- ◆ Grow residential and new home construction business.
- ◆ Build trust with potential borrowers.
- ◆ Maintain a professional office environment.
- ◆ Gather and analyze financial and credit information from potential borrowers.
- ◆ Expertly negotiate terms and conditions with borrowers on mortgage loan options.
- ◆ Assist borrowers in completing loan applications.
- ◆ Communicate with lenders to ensure timely processing of loan applications.
- ◆ Maintain accurate records of loan applications and status updates.

Outcomes:

- ◆ KPI - Close 80% of all applications
- ◆ KPI - Convert 20% of Leads to applications.
- ◆ KPI - Closes 6 loans per month
- ◆ KPI - 90% NPS
- ◆ Always ask about doing a pre-qualification

Competencies:

- ◆ Excellent verbal and written communication skills
- ◆ 1+ year Loan origination experience highly preferred
- ◆ 1+ year Sales experience
- ◆ 3+ years Customer service experience
- ◆ High achieving/High Energy
- ◆ Highly organized with solid time management skills
- ◆ Professional dress and demeanor

Work Location:

- ◆ Beaufort, SC
- ◆ Hiawassee, GA

Compensation:

- ◆ Commission-based