

Title: Wholesale Account Executive

Location: Openings available in every city/state. This is a remote (work-from-home) position.

Position Information

The Account Executive will develop and maintain a customer base of mortgage brokers to proactively secure new mortgage loans.

Responsibilities

- Prospecting and developing new mortgage broker client relationships within a defined geography
- Develop and increase National Account relationships to drive increased market share and sales opportunities
- Achieving assigned sales revenue goals
- Developing innovative proposals and delivering strategic sales presentations

Qualifications

- 3-5+ years of successful sales experience in Wholesale Mortgage Lending is required
- Knowledge of how to prepare and present a professional presentation or proposal
- General knowledge of the mortgage process
- Experience selling FHA, FNMA, and VA loan products
- Demonstrated ability to build and maintain client relationships
- Demonstrated successful track record in sales
- High level of energy and self-motivation
- Proficiency in software skills such as Excel, PowerPoint, Outlook, CRM
- Willingness to adapt to departmental changes as they occur -- as we are growing streamlining our process
- Knowledge of all closing and title documents
- Exemplary customer service skills
- Work effectively in a team environment
- Work effectively in a fast pace environment with low tolerance for error

Salary and Benefits

Our employees enjoy a competitive compensation and benefits package, which includes medical, dental, vision, life, and disability insurance, flexible benefits plan, 401(k) plan, and paid holidays, as well as vacation and sick leave.

To Apply

Submit your resume and a cover letter describing how you meet the minimum qualifications and desired attributes along with your salary history.