



<https://freedmont.com/job/loan-originator-outside/>

Loan Originator – Outside

Description

Our Loan Originators are responsible for generating and developing business from loan applicants with a variety of financial needs. This position requires strong communication and negotiating skills along with a willingness to provide exceptional customer service in a fast-paced, team environment.

Responsibilities

Essential Job Functions:

Specific tasks will include, but are not limited to, the following:

- Maintain an active Mortgage Loan Originator License.
- Production at or above minimum level of:
 - Full-time Loan Originator- \$1,750,000 in closed loan volume OR 9 or more closed loan transactions in a three-month period (Quarterly).
- Input and submission of quality files to include complete 1003 and supporting documentation (i.e. income, assets, liabilities and credit), along with proper expectations of processing flow.
- Maintain sales contact and pipeline throughout the entire loan process.
- Effectively communicate, work with, and build relationships with all levels of constituents including culturally and linguistically diverse staff members and external candidates and/or vendors, while operating in a fast-paced customer service driven environment.
- Responsible for generating business through the effective use of the Company's marketing, leads strategies, and self-generation.
- Responsible for structuring, presenting, and selling the loan to customers.
- Collect required borrower information to recommend appropriate products or programs.
- Regularly follow up with potential applicants via telephone, email, or written correspondence to ensure each applicant understands each program.

Required Job Functions:

Specific tasks will include, but are not limited to, the following:

- Development of sales based skill set including the ability to build customer base and secure new mortgage loan opportunities within existing and potential customer base.
- Contact potential customers via telephone and email.
- This position may require occasional overtime and travel.
- Additional tasks as assigned.

The above statements are intended to describe the general nature and level of work being performed by people assigned to this job. They are not intended to be an exhaustive list of all responsibilities, skills, efforts, or working conditions associated with a job.

Additional Working Conditions Information:

Hiring Organization

Freedmont Mortgage

Industry

Mortgage

Job Location

50 Scott Adam Road, Second Floor,
21030, Hunt Valley, MD

Date posted

June 1, 2020

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is frequently required to sit and talk or hear. The employee is often required to walk; use hands to finger, handle, or operate computers, objects, tools, or controls; and reach with hands and arms. Specific vision abilities required by this job include close vision and the ability to adjust focus.