



*Lending-Cash Management-Insurance-PEO Services-Consulting*

## **Job Description**

As a Small Balance Commercial Real Estate Loan Officer, you become a part of one of the country's most successful firms, with a powerful reputation for providing unmatched financial solutions for real estate investors and small to medium sized companies. With real estate investment transaction volume exceeding over \$3Billion, IBS has earned a powerful reputation for deploying investment real estate capital throughout the continental United States. In this role, you will work loan requests of up to \$10 million, with a focus on small balance investment real estate loans between \$550k and \$7MM.

Your job will be to establish, develop SBCRE business with prospects and partners to meet department loan closing goals, achieving maximum profitability and growth through effective sales and service. SBCRE Loan Officers actively develop new business through networking, direct calling, prospecting and following leads, visiting and making presentations to bankers, realtors and prospects. This position combines self-managed opportunity with the support, resources, and prestige of a leading private investment bank. Time and pipeline management along with a strong internal drive to achieve results is extremely important as this individual will primarily be working remotely and independently.

## **Desired Skills & Experience**

- Ability to ascertain client needs and cross sell other loan products.
- Ability to monitor and maintain the quality of loans as to quality and documentation
- Ability to assist in the underwriting of new CRE loans and modifications.
- Ability to Travel up to 50%
- This is a Contractor position with a performance-based pay structure. At plan compensation averages be between \$125k and \$175k. If promoted to the CRE Relationship Manager level, a full-time a salaried position will be offered. Eligibility determination will be reviewed after the successful completion of 6 month initial contract.
- Minimum of 10 years of investment real estate financing experience required and a book of business is preferred.