



**Title:** Wholesale Account Executive

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

### **Position Information**

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

### **Essential Duties and Responsibilities**

- Establish and continue broker relationships and ensure a steady flow of Loan submissions for existing and newly approved NDM customers.
- Prospecting and developing new mortgage broker client relationships within a defined geography
- Act as liaison between broker and NDM loan processing staff.
- Advise mortgage brokers and bankers of NDM loan programs, rates and/or policies.
- Develop and increase National Account relationships to drive increased market share and sales opportunities
- Achieving assigned sales revenue goals
- Provide sales management with timely production pipeline reports, projections, etc.
- Developing innovative proposals and delivering strategic sales presentations

### **Qualifications**

- Proven ability to use independent judgment and discretion.
- General knowledge of the mortgage process
- Excellent presentation and communication skills (verbal, written, listening).
- Strong decision making and problem solving skills
- Ability to work with minimal supervision.
- Ability to organize and prioritize workload
- 2 years of successful Mortgage Sales Experience (Wholesale Mortgage Lending preferred)
- Knowledge of how to prepare and present a professional presentation or proposal
- Experience selling FHA, FNMA, and VA loan products
- Demonstrated ability to build and maintain client relationships
- High level of energy and self-motivation
- Knowledge of all closing and title documents

### **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 with company match.

### **To Apply**

Submit your resume to [hr@myndm.com](mailto:hr@myndm.com)