



**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.