

Account Manager (Originations)

In this highly visible position, the individual is responsible for identifying and developing new lender relationships for both existing and potential affordable housing initiatives. This position will require strong business-to-business sales, production and marketing efforts within the goals and mission of the Homeownership Department and the Authority. This position requires travel to work with lender partners across the state to do trainings.

Our Account Managers (AMs) are responsible for driving potential home buyers to our mortgage lender network in addition to growing our lender network and for creating and implementing sales strategy across regions throughout the state. AMs provide top-notch customer service to our lender network and clients and trouble shoot issues on a daily basis. AMs travel the state training the lender network on the most current IHDA mortgage products and provide on-going account support. This position requires 80 percent travel to meet with clients across the state. Very little overnight travel required.

Required Skills:

- Is an enthusiastic, highly motivated self-starter with a strong work ethic and intense focus on results, acting in the best interest of the client.
- Collaborates effectively to get things done, building and nurturing strong relationships.
- Displays passion, commitment and drive to deliver an experience that improves our clients' financial lives.
- Is comfortable in your ability to speak publicly and present in front of others.
- Communicates effectively and confidently, and is comfortable engaging all clients.
- Has the ability to learn and adapt to new information and technology platforms.
- Applies strong critical thinking and problem-solving skills to meet clients' needs.
- Will follow established processes and guidelines in daily activities to do what is right for clients and the Authority, adhering to all applicable laws and regulations.
- Efficiently manages your time and capacity.
- Can be flexible to work weekends and/or extended hours as needed.
- Personal vehicle for in-state travel and valid driver's license is necessary.

Desired Skills:

- Experience assessing client needs and identifying/recommending solutions.
- Experience in mortgage banking.
- Experience in sales.
- Experience working in an environment with individual and team goals.

Education and Experience:

Wholesale/Correspondent Account Executives experience a plus. Experience in loan underwriting requirements a large plus. Microsoft Office skills required. Familiarity with database and loan origination systems is preferred. Experience in communicating detailed financial/banking information to multiple individuals/audiences with differing knowledge levels, both in writing and verbally, is required. It is required that the majority percentage of work time is spent traveling; personal vehicle for in-state travel is necessary, along with a valid driver's license. Some work on weekends and nights will be required.

Excellent benefits package, including 401 (k); immediate vesting.

To Apply:

Submit resume to:

https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=ee890b7a-c9a4-4880-b61b-79abf60f096e&jobId=189293&lang=en_US&source=CC2&cclid=19000101_000001

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