

JOB DESCRIPTION - MORTGAGE LOAN ORIGINATOR

Hiring Contact: Paul Kochis, Managing Director, 248-963-5360, paul@regalhl.com

Job Summary

As Regal Home Lending continues to grow, we are in search of experienced, energetic, passionate people who want to join our cutting-edge team of mortgage professionals. In this role, you will use your competitive edge to present, evaluate and sell valuable financial solutions to clients throughout Michigan. Your ability to build connectivity and rapport with clients will contribute to your overall success. You will be provided with endless marketing opportunities through the complimentary use of our state-of-the-art podcast and video studios. You will also be given a high flow of quality leads in addition to the education needed to prospect new clients and build relationships with new realtors. At Regal Home Lending, you will be surrounded by leaders and team members who will support your personal and professional development. Our powerful sales team will teach you the ins and outs of the business and empower you to build a lasting career with us. You will be rewarded for your hard work with uncapped earning potential, monthly awards, team celebrations and much more.

Minimum Qualifications

- Strong verbal and written communication skills.
- 2 years of experience as a mortgage originator.
- NMLS Licensed.
- Ability to remain competitive and coachable while working in a fast-paced sales environment.
- Desire to take your sales career to the next level.
- Ability to adapt well to change with the willingness to maintain a flexible schedule.
- Team player attitude.
- Proven success in a sales or client service role.

Education and/or Experience

- High School Diploma Required.
- Preferred: Associates degree from an accredited College or University.
- Two (2) years related experience and/or training; or equivalent combination of education and experience in mortgage origination and sales roles.
- NMLS Licensed.

What You'll Receive

- A competitive compensation package.
- Company-generated leads.
- Access to our professional audio and video recording studios to create your own digital marketing content and grow your personal book of business.

Responsibilities

- Provide every client exceptional client service.
- Achieve or exceed sales goals and objectives.
- Advise clients on the home buying or refinance process.
- Educate clients on how to better manage their mortgages.