



A Private Equity Real Estate Investment Firm focused on;  
Mortgage Banking, Real Estate Equity & Special Situation Investments  
Celebrated 30 years in 2018

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**Title:** Manager, Residential & Commercial Lending  
(Mortgage Originator)

**Location:** Toronto, ON

**Job Type:** Permanent, full-time

**Reports to:** Co-Head of Underwriting

### **Who we are?**

An entrepreneurial organization with a long track record and a bright talent pool, the Firm Capital Organization is a real estate private equity firm focused on the areas of mortgage banking, real estate investments and special situation investments. Please visit our website at [www.firmcapital.com](http://www.firmcapital.com) for further information.

### **Position**

Within the Firm Capital Organization, Firm Capital Corporation (“**FCC**”) is a Mortgage Banker with the objective of lending \$700 to \$1 billion per year. FCC is looking for a Manager, Residential & Commercial Lending with a focus on mortgage origination.

### **What you need to succeed**

- Undergraduate or College degree in Business Administration, Finance, Commerce, or Real Estate;
- 2+ years of mortgage origination experience or relevant work experience in real estate, or finance;
- Strong understanding of the real estate market and ability to analyze complex commercial & residential lending opportunities;
- Basic understanding of the current financial services’ environment and lending practices;
- Excellent relationship building and salesperson skills;
- Ability to understand and navigate complex financial documents with strong analytical/mathematical skills;
- Advanced skills in MS Office Suite (Word, Excel, PowerPoint, Outlook);
- A results driven self-starter with the ability to work independently under minimal supervision and as part of a large team;
- Ability to take ownership of tasks by working proactively and achieving financial targets;

- Demonstrated ability to prioritize activities and meet deadlines in a fast-paced, entrepreneurial environment;
- Strong leadership and interpersonal skills;
- Strong verbal and written communication skills;
- Must be fluent in English (written and oral); and
- A positive and professional attitude.
- *This position requires the use of the candidate's own vehicle and requires time outside the office environment for property inspections, client meetings and travel within the GTA.*

### Your new role

- Source single family first and second mortgages within the GTA;
- Source small commercial mortgages secured on stores and apartments, rental properties and industrial properties;
- Prepare underwriting packages;
- Build relationships with realtors, builders, lenders, lawyers, and other referral sources and network to generate business and assist clients with loan decisions;
- Identify prospective clients through self-sourcing and market firm to make it more attractive to perspective clients;
- Conduct daily cold calls on potential and existing customers to develop new business and retain existing business;
- Analyze and interpret customer's financial statements and loan applications with consideration of underwriting guidelines and loan programs;
- Expedite the processing of various loan documents and ensure compliance with policies, procedures and guideline, and assemble and coordinate due diligence underwriting information;
- Handle client complaints and take appropriate action to resolve them;
- Collaborate with support staff and executive management; and
- Perform other duties as assigned.

### What we offer you

- Competitive salary
- Opportunity to advance your career as the company grows
- In-house Chef with weekly staff lunches
- Full kitchen with complimentary drinks and food
- Creative Social Committee that organizes team building events and weekly socials
- Free parking

### How to apply

Please forward your resume and cover letter via email to [scraymer@firmcapital.com](mailto:scraymer@firmcapital.com) and reference the position you are applying to in the subject line. ***Please list all professional licensing in your cover letter or resume.*** Visit our website at [www.firmcapital.com](http://www.firmcapital.com) for further company details. We thank all candidates who apply for this opportunity but only those selected for an interview will be contacted.