



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:** AVP, Mortgage Lending – Western Canada  
(Mortgage Originator)

**Location:** Calgary, Alberta

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

**Reports to:** Vice President, Mortgage Investments

### **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 lending, 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 an Assistant Vice President, Mortgage Lending – Western Canada with a focus on mortgage origination.

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

- Undergraduate or College degree in Business Administration, Finance, Commerce, or Real Estate;
- 5+ years of mortgage origination experience with an established mortgage banker and/or real estate lender;
- Licensed Mortgage Agent in good standing with Real Estate Council Alberta (RECA);
- 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.

### Your new role

- Develop direct client relationships in the Calgary and Edmonton markets targeting builders, developers, and investment property owners;
- Candidate will also network in the real estate community with major real estate brokers and commercial real estate brokers;
- The bridge lending program offered will focus on land financing, construction financing for residential and commercial projects, infill construction, bridge financing – 1<sup>st</sup> and 2<sup>nd</sup> mortgages, secondary debt on investment properties, inventory loans and acquisition facilities to reposition investment properties. Loan sizes will range from \$500,000 to \$20,000,000.
- Firm Capital will offer a residential mortgage program for self-employed and foreign investors;
- Prepare term sheets and client discussion letters;
- Build relationships with realtors, builders, lenders, lawyers, and other referral sources and network to generate business and assist clients with loan decisions;
- Conduct daily cold calls on potential and existing customers to develop new business and retain existing business;
- Collaborate with support staff and executive management; and
- Perform other duties as assigned.

### What we offer you

- Competitive salary and incentive compensation
- Opportunity to advance your career as the company grows
- Free parking

### How to apply

Please forward your resume and cover letter via email to [careers@firmcapital.com](mailto:careers@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. Initial interviews will be conducted via phone by hiring manager.