

# Firm Capital

A Real Estate Capital Bank

A Private Equity Real Estate Investment Firm focused on;  
Mortgage Banking, Real Estate Equity & Special Situation Investments  
Celebrating over 32 years in 2021

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**Title:** Managing Director, Real Estate  
Finance, Quebec

**Location:** Montreal, QC

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

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

## 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, 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 the Mortgage Banker for various capital pools, including the TSX listed, Firm Capital Mortgage Investment Corporation (TSX:FC), a public MIC operating since 1999. Annual origination lending volumes are in the \$700 million to \$1 billion per year range. **FCC** is looking for a Managing Director, Real Estate Finance to focus on the origination and structuring of mortgage investments in the Greater Montreal market.

## What you need to succeed

- Undergraduate degree in Finance, Commerce, Real Estate, or a related discipline;
- At least 5 – 10 years of mortgage origination experience with an established commercial mortgage brokerage and/or real estate lender in the Montreal real estate market;

- 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 larger 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 bilingual in French and English (written and oral); and
- A positive and professional attitude.

#### **Your new role**

- Develop direct client relationships in the Greater Montreal market 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 – 1st and 2nd 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 for personal and professional growth in a very entrepreneurial environment.

## **How to apply**

***Please list all professional licensing on your cover letter or resume.*** 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. 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.