

## **Career Opportunity**

### **COMMERCIAL MORTGAGE LOAN ORIGINATOR (Palm Beach, Florida)**

As we pursue our aggressive growth strategy, we have an exciting opportunity for a **Commercial Mortgage Loan Originator** to join the team. You will have an active role in analyzing real estate debt investment opportunities across various asset classes and property types. You will be responsible for:

- Leading business development by proactive calling prospective mortgage brokers, sponsors and real estate professionals;
- Growing and managing referral relationships;
- Managing marketing and sales activities and project work flow;
- Structuring deals to isolate and mitigate risks while at the same time offering creative solutions to the sponsor's financing situation;
- Deriving market information, property values, analyzing cash flows and calculating DSCR, debt yield and LTV, using CoStar, Excel and other sources;
- Discussing/presenting deals to the lending team and investment committee;
- Writing investment memorandums and term sheets;
- Facilitating client interaction to drive the loan to a successful close.

#### **Qualifications and Experience:**

- Bachelor's degree in finance, commercial real estate, or a related area;
- Solid knowledge and understanding of commercial real estate and lending fundamentals;
- Minimum of 2-5 years' directly-related loan origination experience with proven track record.
- Commercial mortgage brokers with 3-5 years' experience are a plus.

#### **Additional requirements include:**

- Excellent organizational skills, with an ability to balance multiple projects and a high volume workload and the ability to thrive in a fast-paced, entrepreneurial environment.
- Excellent financial modelling, analytical and problem solving skills.
- Excellent interpersonal and relationship management skills.
- Ability to develop and close warm and cold leads with integrity and unsurpassed customer satisfaction;
- Excellent written and verbal communication skills.
- Ability to work independently and in a team environment.
- Ability to work accurately and with attention to detail.
- Track record of minimum \$50 - 100M per year in closings, for the previous 2 years;
- Computer skills; proficiency in Microsoft Office, with an emphasis on Word and Excel.



Trez Capital is a leading multinational real estate financier that has built a reputation for providing developers, owners and investors innovative short to mid-term capital solutions for commercial properties in major centres across Canada and the United States.

Trez has earned the trust of investors, including some of Canada's largest pension funds, by applying rigorous institutional grade underwriting to generate attractive yields and stable sources of income. With offices in Vancouver, BC, Toronto, ON, Dallas, TX, Palm Beach, FL and New York, NY, Trez manages a mortgage and investment portfolio of more than \$4.2 billion.

Our Florida team is an integral part of the firm's U.S. growth strategy. It has closed on over \$1B of loans since 2016. Asset classes include, multifamily, mixed use, retail, land, industrial and lot development.

This position will report to Brett Forman, Executive Managing Director.

This is a fantastic opportunity with a leader in the real estate finance industry, positioned for continued rapid growth. We offer competitive compensation and benefits. Please send your resume and cover letter to [careers@trezcapital.com](mailto:careers@trezcapital.com)

We thank all applicants for their interest; however, we will only be contacting selected candidates for follow-up.