



Title: Mortgage Loan Account Executive

Location: Lewisville, TX, 75067

Benefits Offered: 401K, Dental, Medical

Employment Type: Full-Time

Why Work Here?

“Superior Product Sets, Service, and Pricing with unparalleled inside support. Grow your business with the best team in DFW!”

Growing Texas Mortgage Banker in Business since 2007 looking for Experienced and Hard Working Account Executives who want to work a high volume of high-quality leads. We are doing some heavy marketing across multiple channels (thousands of direct mail pieces from credit bureau data, realtor referrals from our Business Development Manager, and telemarketer transfers from our in-house telemarketer, digital re-marketing, and online 1003s from our websites). We have more leads than our current staff can handle and need some experienced help to control the quality of service we are providing to our clients and referral partners. We have realtor relationships, experienced processing staff, and the marketing know how to get you the leads. We need you to close the deals! The right candidate should be a self-starting, hardworking individual who believes in themselves and can communicate effectively on the phone with prospective mortgage clients.

Duties: Successfully complete mortgage applications that become funded mortgage loans by providing exceptional customer service to our customers. Field incoming phone calls from direct mail leads, referral partners, and our websites in a call center environment. Facilitates loan process with consumer, provide status, and assistance. Prior experience with Conventional Conforming, Jumbo, VA, and FHA loans. RMLO will coordinate the transaction with customer and other internal departments as necessary to fund out multiple mortgage loans on real property monthly. Administer Upfront Quality control measures and screen for fraud. Thorough review of customer documents before submission to processing to verify customer’s qualifications fit the product guidelines. Utilize correspondent and wholesale lender websites, pricing engines, and AUS. Safeguard sensitive consumer financial information while adding value and creating ease to consumer.

Requirements: Must be NMLS licensed with current book of business; Consultative sales skills and customer service oriented approach are imperative. Good working knowledge of Calyx Point, Microsoft Word, Microsoft Excel, Dropbox, Loan Pricing Engines, Desktop Underwriter, Loan Prospector, and Internet Explorer also a plus. Positive can do attitude at all times is imperative. Night and weekend hours maybe required at times.

- Current Knowledge of Industry Guidelines as well as Federal, State and Local Regulations
- Knowledge of processing underwriting and/or closing procedures/federal lending regulations governing real estate lending.
- Should be an eloquent communicator; both oral and written, and be self-motivated with ability to work independently. Patient and consultative approach with consumers goes a long way.
- Teamwork and customer service skills a must, and must possess the ability to relate at all levels.
- Self-motivated and highly organized and have excellent time management and follow-up skills.

- The ability to organize, prioritize, and perform multiple tasks simultaneously.
- The ability to work with a high volume of calls and manage customers' expectations.
- Ability to communicate clearly and effectively, both verbally and in writing, across a variety of audiences.
- Ability to analyze and comprehend complex financial data and provide financial alternatives.

Come grow with us in a positive work environment by leveraging our innovative marketing programs to drive your success!

Base plus Aggressive BPS on Funded Volume

Full benefits including health, dental, vacation, paid holidays, sick, personal days, below market mortgage loans and 401K with match available after 90 days!

~~>>>>>PLEASE NOTE YOU MUST ALREADY BE LICENSED IN NMLS and have at least 5 years of mortgage Account Executive experience and willing to get licensed ASAP.<<<<<<~~



About Global Home Finance Inc.

GHF has a dynamic company culture where employees are engaged, motivated and have a common passion to truly help people. We are a small, but growing, mortgage banker with an extremely efficient marketing approach. We are using guerrilla marketing tactics to grab market share from our large inefficient competition and earning a great living for our families. This focused culture is the centerpiece to our strategy of changing the way people are treated in the mortgage industry and is something we pride ourselves on. We believe investing in people is the key to a successful business. Global Home Finance Inc. started as a mortgage broker in 2008 and became a mortgage bank in 2013. We are a family owned business with a friendly staff who genuinely care about each other. We are all mortgage professionals with at least 9 years of mortgage experience. Positive, hardworking individuals apply now!