



Loan Closing Manager

COMPANY OVERVIEW

Sabal Capital Partners (SCP) is a nationwide commercial real estate mortgage company. SCP provides permanent and bridge debt solutions for commercial real estate for agency, capital markets and balance sheet execution through its highly specialized lending platform. SCP is a fully integrated platform including a rated commercial servicing operation to manage all loans it originates.

KEY RESPONSIBILITIES

- Lead, monitor, develop, and coach a team of closers responsible for funding various commercial loan product types.
- Monitor overall pipeline and metrics for the team and ensure workloads are adjusted as needed to ensure timely and quality closing of loan packages.
- Ensure a smooth closing process is achieved for all loans.
- Coordinate and manage daily workflow requirements and communicate loan requirements to closers necessary at closing and provide status updates.
- Stay current with policy updates, program guidelines, industry trends and regulations that affect closing and decision-making.
- Respond to escalated issues quickly, communicate effectively, and work well under pressure.
- Ensure closers achieve productivity objectives and customer service levels.
- Actively interact with SCP's lending and operations personnel.
- Share performance data and metrics with team at monthly meetings to increase understanding and awareness of post-closing issues.
- Maintain a current and comprehensive knowledge of the factors influencing Multifamily and/or commercial lending in the markets where SCP is actively lending /investing.
- Implement process improvements and maximize the use of technology to achieve the highest level of efficiency.
- Manage vendor relationships.

PROFESSIONAL EXPERIENCE/QUALIFICATIONS

- 5-7 years of commercial closing experience.
- 3 years of experience with Freddie Mac and Fannie Mae products.
- 3 years of experience managing a team.
- A bachelor's degree is preferred.
- Self-Starter with positive Can-Do attitude
- Must have strong working knowledge of loan terminology, documentation, lending policies and guidelines.
- Must have strong analytical skills with advanced proficiency in Excel, Word and PowerPoint.
- Ability to communicate and articulate ideas (written and verbally) both clearly and concisely.
- Attention to detail, prioritization skills, responsiveness and ability to meet tight deadlines are required.

At SCP, you can have a rewarding career on every level. In addition to challenging and meaningful work, you will have the chance to have an impact on the future direction of the company by interacting directly with SCP's senior management team. Our culture of innovation, drive, growth and entrepreneurship, means your ideas on how to improve our business will be a key component on our future growth as a successful business franchise. At SCP, we embrace a team oriented, collegial, and "can do" approach that rewards employees based on the success of the overall business and individual contributions.

CONTACT SABAL

If you have interest in this challenging and rewarding opportunity, please contact us at kelly.garriott@Sabal.com or fax your resume to 888-947-3232. No phone calls please.