



## **Managing Director, CMBS - Texas & California**

### **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.

SCP is seeking Directors/Managing Directors to join its high volume, nationwide commercial real estate team.

### **KEY RESPONSIBILITIES**

- Work closely with SCP's senior origination team to develop targeted marketing strategy for mortgage bankers and brokers. In addition, direct origination relationships may be part of an integrated marketing plan.
- Maintain relationships with mortgage bankers and brokers as well as expand current base of clients.
- Evaluate loan requests utilizing proprietary models and industry analytics.
- Knowledge of specific regional markets and general familiarity of national markets expected.
- Ability to analyze all property types, review sponsor information and evaluate comparable assets.
- As a senior member of the CMBS Team, collaborative approach interacting with underwriting, legal and securitization professionals.
- Ability to synthesize information and determine suitability of loan opportunities for SCP's CMBS program.
- Presentation to credit/investment committee for initial approval.
- Achieve origination plan based upon budgeted volume targets.
- Interact with SCP's Agency professionals. Opportunity to cross-sell SCP's suite of products as well as receive referrals from Agency professional for CMBS products.

### **PROFESSIONAL EXPERIENCE/QUALIFICATIONS**

- Four year degree in Business, Finance or a related field of study.
- 5 + years in a CRE/CMBS production position with experience in commercial mortgage finance and expertise in all aspects of commercial real estate lending, preferably via a broker/correspondent lending model.
- Excellent communication and presentation skills.
- Ability to work independently and responsibly with little supervision and instruction, but also work well in a team-oriented environment.
- Ability to understand and solve problems, analyze and interpret data, manage multiple projects with competing deadlines, and be detail oriented.
- Attention to detail, prioritization skills, responsiveness and ability to meet tight deadlines are essential.

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](mailto:kelly.garriott@Sabal.com) or fax your resume to 888-947-3232. No phone calls please.