



Lead Generation Associate

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 a lead generation associate. This individual must be a self-starter with a thirst for learning, be highly organized, be a creative-thinker/problem-solver, be able to consistently meet deadlines, enjoy working collaboratively, and have tremendous pride in work product.

KEY RESPONSIBILITIES

- Maintain a current and comprehensive knowledge of SCP's various Lending Program Guidelines, including Freddie Mac Conventional, SBL, and Fannie Mae Small Balance/DUS.
- Prioritize prospects and allocate time and resources to create sustainable business relationships that provide diversified, high-quality loan production opportunities to SCP.
- Engage in weekly production meetings to stay updated on competitive landscape and economic trends.
- Provide regular prospect or client feedback to ensure SCP maintains a competitive position regionally and nationally.
- Work collaboratively with assigned Loan Analysts who are tasked with loan sizing functions and transaction or program-related communications with brokers.
- Demonstrate ongoing commitment to professional ethics, a collaborative approach to problem-solving and the ability to contribute to SCP's continuous improvement in business practices.

PROFESSIONAL EXPERIENCE/QUALIFICATIONS

- College Degree.
- Experience in finance or real estate is a plus.
- Results orientated team player. Emphasis on communication skills (both oral and written) and ability to handle multiple assignments.
- Ability to master new tasks quickly.
- Strong quantitative and computer skills, specifically advanced Excel modeling.
- Ability to work independently and responsibly with little supervision or instruction, but also a team player.
- Attention to detail, prioritization skills, and responsiveness 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 or fax your resume to 888-947-3232. No phone calls please.