



## Transaction Manager - Agency Lending

### 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.

The Sizing team at SCP is seeking a production-oriented agency production transaction manager to join its high volume, nationwide commercial real estate term lending team. As a key member of lending team, the incumbent will be part of SCP's unique high-volume, high-quality, client-centric lending approach and be well positioned to pursue a senior-level career path within SCP. 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.
- "Senior-level review" of loan opportunities utilizing SCP's proprietary comprehensive loan sizing methodology and conclude which opportunities are worthy of pursuit and the appropriate loan terms, taking into consideration loan program guidelines and the factors below.
  - Transaction background/need,
  - Sources & uses,
  - High level borrower experience/financial strength review,
  - High level property/location/market review,
  - Underwritten net operating Income, value and loan size taking into account key lending ratios and note structure variables.
- Actively interact with SCP personnel in a team-oriented environment with particular emphasis on interaction with Sabal loan origination staff and key customers.
- Closely tracks all transaction activity and timeline from origination through closing.
- Liaise between borrower, production, and underwriting staff.
- Maintain knowledge of the factors influencing commercial real estate in markets/niches where SCP is actively lending.
- Assist with due diligence, data input, information collection efforts.
- Support senior associates/analysts and underwriters.
- Assist in the underwriting and valuation of commercial real estate assets for new loans.
- Support the Mortgage Team in originating new commercial real estate loans.

### PROFESSIONAL EXPERIENCE/QUALIFICATIONS

- Minimum of 4 - 7 years of commercial real estate lending analysis/underwriting experience.
- Must have agency lending and CRE experience.
- A bachelor's degree in Real Estate, Finance, Accounting, or related discipline or an equivalent combination of education and experience. MBA is a plus, but not required.
- Results orientated team player. Emphasis on communication skills (both oral and written) and ability to handle multiple assignments.
- 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.

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.