



## Capital Markets Agency Affordable Originator I

At Regions, the Capital Markets Agency Originator originates Multifamily/Agency Multifamily loans, in broad geographic areas, focused on affordable housing using the programs of Fannie Mae, Freddie Mac and FHA/HUD.

### Primary Responsibilities

- Work closely with senior origination team to develop and implement a marketing strategy to achieve origination goals based upon budgeted volume targets
- Prioritize prospects and allocate time and resources to leverage sustainable business relationships that provide diversified, high-quality loan production opportunities
- Maintain updated knowledge of market, including prospective clients, competitive landscape and economic trends; provide regular regional and industry market intelligence reporting to ensure a strong competitive position regionally and nationally
- Work collaboratively with assigned Analysts *and/or Deal Managers who are tasked with loan sizing functions, loan process management* and transaction or program-related communications
- Maintain existing relationships and expands current base of clients
- Synthesize information, identify risks and determine suitability of loan opportunities
- Evaluate loan requests utilizing proprietary models and industry analytics
- Maintain knowledge of regional and national markets and of affordable housing trends and updates
- Collaborate and interacts with underwriting, legal, and securitization professionals
- Interacts with Agency professionals
- Cross-sell other bank products and services and receives referrals
- Manage vendor relationships and expectations
- Confirm accuracy and identify concerns with forms completed by Client and reports received by vendors
- Manage and report on loan pipeline

This position is exempt from timekeeping requirements under the Fair Labor Standards Act and is not eligible for overtime pay.

This position is incentive eligible.

### Requirements

- Bachelor's degree in accounting, finance or related field
- Five (5) years of experience with an institutional real estate lender with responsibility for commercial real estate origination and transaction management; particularly with a focus on affordable housing.
- Demonstrated origination track record in affordable housing

### Preferences

- Master of Business Administration

### Skills and Competencies

- Fundamental grasp of an Agency execution strategy for opportunities that involve the use of federal, state, and/or local affordable housing programs (LIHTC, Bonds, HUD, etc.)
- Ability to work collaboratively with multiple stakeholders
- Dedication to providing excellent service to clients
- Demonstrated strong analytical and problem-solving skills
- Extensive knowledge of fundamental real estate cash flow and valuation analysis for multifamily affordable housing sector.

- Independent worker with a team player attitude
- Highly organized, diligent and detail oriented
- Proficient in Microsoft Office Products
- Strong project management skills
- Strong verbal and written communication skills
- Well organized, detail-oriented, and ability to multi-task

**Contact**

If you have interest in this challenging and rewarding opportunity, please contact us at [kelly.garriott@sabal.com](mailto:kelly.garriott@sabal.com)