



## **Capital Markets Agency Middle Market Loan Originator II**

At Regions, the Capital Markets Agency Middle Market Loan Originator works within Regions' Real Estate Capital Markets Project Finance Group (RECMFP) to originate Multifamily/Agency Multifamily loans that are typically between \$2MM-\$25MM in loan size, in a defined geographic footprint, across numerous property types including multifamily, office, retail, industrial, manufactured housing, and self-storage.

Regions Real Estate Capital Markets Project Finance ("RECMFP") Group is housed within the Capital Markets Group of Regions Bank and provides client-specific off-balance sheet financing solutions through its various Agency Products – Fannie Mae, Freddie Mac and FHA/HUD.

### **Primary Responsibilities**

- Develop and implement a marketing strategy focused on real estate clients ranging from \$2MM to \$25MM
- 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 Regions Commercial and Private Wealth Bankers, identifying prospects in defined Market Real Estate territory demonstrating knowledge in all Regions' Agency and CMBS Products and financing products and capabilities
- 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 expand current base of clients
- Synthesize information, identify risks and determine suitability of loan opportunities
- Evaluate loan requests utilizing proprietary models and industry analytics
- Collaborate and interact with underwriting, legal, and securitization professionals
- Interact with Agency professionals
- Partner with real estate bankers and other bank partners to cross-sell Regions' products
- Manage vendor relationships and expectations
- 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
- Eight (8) years of experience in commercial real estate origination and transaction management
- Demonstrated origination track record

### **Preferences**

- Master of Business Administration

### **Skills and Competencies**

- Ability to analyze real estate markets and sub-markets and the positioning of the subject property within them
- Ability to offer concise analysis of relationships, identifying key risks
- 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 office, industrial, retail, self-storage, manufactured housing communities, hotel and multifamily sectors
- 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)