



### **Capital Markets CMBS Originator III**

At Regions, the Commercial Mortgage-Backed Securities (CMBS) Originator works within Regions' Real Estate Capital Markets Project Finance Group (RECMFP) to develop and implement a regional marketing strategy focused on mortgage bankers and brokers, achieving established growth goals.

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 mortgage bankers and brokers. Direct borrower origination relationships may be part of an integrated marketing plan
- Achieve origination goals based upon budgeted volume and profitability targets
- Maintain existing relationships with mortgage bankers and brokers as well as expand current base of clients
- 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 who are tasked with loan sizing functions and transaction or program-related communications
- Collaborate and interact with underwriting, legal and securitization professionals
- Interact with Agency professionals
- Cross-sell Regions' products and receive referrals from Agency professionals for CMBS products
- Synthesize information, identify risks and determine suitability of loan opportunities
- Evaluate loan requests utilizing proprietary models and industry analytics
- 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
- Ten (10) years of experience in a commercial real estate (CRE)/CMBS production position with experience in commercial mortgage finance and expertise in all aspects of commercial real estate lending
- Demonstrated origination track record

#### **Preferences**

- Master of Business Administration or Master of Science in Real Estate

#### **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
- Demonstrate analytical skills including substantial knowledge of CMBS data and markets
- Demonstrated strong analytical and problem-solving skills
- 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)