

Position Title: Sr. Loan Officer
Status: Full time, On-site work position
Location: Texas



Our team culture is second to none!

Matador Lending is a full-service mortgage company with a recipe for success in the competitive mortgage industry. Our leadership and team have a long record of success and we've built a team that supports each other, and operates for high output while maintaining a collaborative and fun work environment. Therefore, we are looking for a new member who can keep our pace!

About the position

Matador Lending is looking for a proven sales leader to join our fast pace team to lead our growing roster of Loan Officers and sales support staff. We have grown to over 20 sales team members in less than 18 months and need a first-class sales manager to help us grow to the next 20 and beyond.

Responsibilities

- Develop relationships with realtors or lending partners that are mission aligned and will refer borrowers that fit our mortgage products.
- Ability to produce and process his/her own mortgage loan pipeline.
- Market with LOs to help grow loan referral networks and provide support through attendance at various networking events.
- Coach and provide guidance to LOs to develop strategies and plans to increase loan production.
- Train staff on marketing techniques; relationship building; and other identified training opportunities.
- Participate in strategic planning and goal setting.
- Other duties as assigned

Qualifications

- High school diploma or equivalent
- Bachelor's Degree preferred
- 5+ years of experience successfully managing and motivating MLOs

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- Strong knowledge of FHA, Conv & VA guidelines
- Active NMLS licensed required
- Excellent interpersonal, written, and verbal communication skills
- Ability to multi-task in a fast-paced environment
- Verifiable track record of meeting sales goals/quotas preferred
- Strong problem-solving skills
- Customer service driven
- Good Microsoft Office skills (Outlook, Excel, and Word)
- Bilingual Spanish a plus

Benefits/Perks

- Competitive compensation
- Paid vacation, holidays, and sick time
- Health, Dental, Vision, Life, and 401(k)
- Company-sponsored licensing renewals & continuing education
- All leads provided; no cold calling necessary
- Relaxed company dress code
- Company events and team building activities to promote our organizational culture

Application

Interested individuals please send a resume and cover letter to admin@matadorlending.com and reference this job, "Senior Mortgage Loan Officer" in the subject line of your message.

Matador Lending is an Equal Opportunity Employer