



CRE Sales Manager Irvine, CA

COMPANY OVERVIEW

Sabal Capital Partners (Sabal) is a nationwide wholesale small balance commercial real estate mortgage company. Sabal provides permanent and bridge debt solutions for commercial real estate for agency, capital markets and balance sheet execution through its highly specialized wholesale lending platform. Sabal sources loans through correspondent agreements with brokers and banks. Sabal is a fully integrate platform including a rated commercial servicing operation to manage all loans it originates.

Sabal is seeking a sales manager to join its high volume, nationwide Commercial Real Estate Term Lending team. 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 Sabal's various Lending Program Guidelines.
- Closely manage the entire Sabal production team and monitor and seek to improve the daily activities of production personnel, expand broker and bank penetration/activation, and achieve diversity in Sabal's wholesale channel for maximum geographical and area market coverage.
- Actively interact and support the Sabal sales, sizing, underwriting and closing personnel in a team-oriented environment.
- Maintain knowledge of the factors influencing commercial real estate in markets/niches where Sabal is actively lending.
- Develop, implement, and maintain procedures that enhance the efficiency of the sales team.

PROFESSIONAL EXPERIENCE/QUALIFICATIONS

- Minimum of 10 years of commercial real estate lending sales experience.
- Minimum of 5 years of commercial real estate underwriting experience
- Must have agency lending and CRE experience.
- A bachelor's degree is 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.
- Attention to detail, prioritization skills, and responsiveness are essential.

At Sabal, 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 board members and Sabal'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 Sabal, we embrace a team oriented, collegial, and "can do" approach that rewards employees based on the success of the overall business and individual contributions.

CONTACT SABAL

If you have interest in this challenging and rewarding opportunity, please contact us at kelly.garriott@Sabalcap.com or fax your resume to 888-947-3232. No phone calls please.