



Chief Underwriter

COMPANY OVERVIEW

Sabal Capital Partners (SCP) is a nationwide wholesale small balance commercial real estate mortgage company. SCP 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. SCP sources loans through correspondent agreements with brokers and banks. SCP is a fully integrate platform including a rated commercial servicing operation to manage all loans it originates.

SCP is seeking a chief underwriter to join its high volume, nationwide Commercial Real Estate Term Lending team. As a key “decision-making” member of lending team, the underwriting manager will be part of SCP’s unique high-volume, high-quality, client-centric lending approach. This individual must be a self-starter with a thirst for leading, 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

- Manage the Agency Multifamily term loan underwriting team
- Work closely with the chief credit officer, senior underwriters and sizing team
- Review detailed analyses of historical property operations to make informed decisions about future performance
- Review preliminary and final approval memo packages for presentation to Loan Committee
- Review and approve all credit waiver requests
- Work closely with chief credit officer to ensure that Sabal Credit Guidelines are being adhered to
- Actively interact with Sabal lending personnel to insure timely analysis and closing of proposed loans
- Actively interact with multiple internal and external parties involved in the lending process, including originators, brokers, sponsors, third party report providers, counsel, credit officers, and closing personnel
- Maintain a current and comprehensive knowledge of SCP’s investment guidelines
- Maintain a current and comprehensive knowledge of the factors influencing Multifamily in the markets where Sabal is actively lending /investing
- Responsible for hiring, developing, and training the group/department personnel

PROFESSIONAL EXPERIENCE/QUALIFICATIONS

- Minimum 7+ years of Fannie underwriting experience required
- Minimum 5-7 years of commercial real estate lending and/or equity investment experience with a bank, brokerage firm, insurance company, pension fund or private equity firm
- Minimum 5+ years in a management role and leading a team
- Extensive knowledge of Fannie Guide required
- Target affordable underwriting experience is required
- Experience in one or more asset types: office, retail, industrial/warehouse, multifamily and self-storage. Multi asset experience is a plus
- Experience reviewing and analyzing third party reports, including appraisals, and environmental, engineering and seismic studies
- A bachelor’s degree is required
- Strong analytical skills with advanced proficiency in Excel, Argus, Word and PowerPoint
- Ability to communicate ideas (written and verbally) both clearly and concisely
- Ability to work independently and responsibly with little supervision or instruction, but also a team player
- Attention to detail, prioritization skills, responsiveness and ability to meet tight deadlines are essential

At SCP, 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 SCP’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 SCP, 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 SCP

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.