

John Hancock Life Insurance Company (USA)

Real Estate Finance Group

Investment Officer – Boston, MA

Accountability Statement:

As an integral part of the Investment Division, the Real Estate Finance Group (REFG) is responsible for the profitable investment of company funds into well underwritten commercial loan opportunities. REFG seeks to obtain sufficient yield on our invested assets vs. the liabilities sold by John Hancock, whose portfolios provides the investment funds. Mortgage opportunities are sourced by the home office and a network of branch offices.

Reporting to the AVP, the Investment Officer is responsible for the successful origination and retention of profitable commercial loan investments that fall within the company's risk and profit parameters. This is accomplished through marketing of mortgage product in order to target and acquire mortgage loans with yields that are appropriately matched to the liability assumed by John Hancock. In doing these functions, the Investment Officer is charged with the responsibility of soliciting quality mortgage investment opportunities, structuring transactions, negotiating deal terms, quoting a proposed price, gathering and evaluating due diligence in support of a transaction, underwriting, appraising, and preparing a recommendation for approval of each transaction. In addition, the Investment Officer will work in the administration and servicing of the mortgage portfolio to manage and protect the investment, maximize the prospects of retention and minimize losses.

Responsibilities:

New Business Development

- Responsible for the solicitation and marketing of John Hancock as a commercial mortgage lending institution to investors, brokers and the mortgage banking community. This includes the origination, analysis, negotiation, underwriting, and closing of commercial mortgage business that meets established yield objectives and property characteristics of John Hancock. Additional responsibilities include maintaining up-to-date information on local real estate markets, development plans, industry trends, and competitor practices.

Risk Management

- Responsible for the critical assessment and analysis of new mortgage business to identify profitable mortgage investments at a quality level commensurate with the interest rate charged (risk/return). The quality of our portfolio depends on the Investment Officer's thorough understanding of the local commercial real estate market, assessing the viability of a property as security and accurate underwriting and structuring of the mortgage transaction. Through this process, the Investment Officer must place business with a yield that matches product pricing assumptions.

Portfolio Administration

- As directed by the AVP, the Investment Officer will assist in the administration of the mortgage portfolio. This includes involvement with clients and the Collateral Review department in the management of problem accounts (arrear, workouts), legal issues affecting the mortgage security, servicing issues, annual inspections of portfolio properties, and renewing quality business, as appropriate.

Knowledge/Skills/Competencies:

- Minimum of 5 years' experience in real estate credit or lending experience, preferably with a financial institution.
- Minimum of bachelor's degree, or preferably advanced degree in business, economics, finance, urban planning or real estate.
- Knowledge of mortgage terminology and documentation, industry credit standards, the ability to analyze cash flows, familiarity with the legal system, understanding of local market conditions and economies, financial markets, construction methods, appraisal techniques, and John Hancock's lending policies, procedures, and standards.
- Other skills necessary include marketing and sales negotiation, interpersonal relations, gathering and evaluation of due diligence in support of a loan request, financial statement and spreadsheet analysis, time management and organization. Also necessary are the ability to communicate effectively with others, appraise all types of commercial real estate (office, industrial, retail and apartments), structure complex transactions, and assess the adequacy of documents.
- Ability to underwrite and appraise office, retail, industrial and multi-family properties.
- Ability to communicate effectively both in written and oral formats.
- General understanding of real estate law, leases and other real estate contracts and industry credit standards.
- Ability to structure real estate lending transactions within the bounds of John Hancock's lending policies, procedures and standards.
- General understanding of economies, financial markets, construction methods, appraisal techniques, and cash flow and financial statement analysis.
- Possess skills in marketing, negotiation, and interpersonal relationships.

The position requires travel throughout the country to market John Hancock's program and tour properties. It requires the physical ability to climb stairs, walk properties, and assess construction quality.

JOHN HANCOCK IS AN EQUAL OPPORTUNITY EMPLOYER - AA/F/M/D/V

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