

Client Associate, Multifamily/Apartment Sales Lending Team - Commercial Term Lending - Commercial Bank - Boston, MA

As the nation's #1 multifamily lender, this is a unique opportunity to join Chase's Commercial Term Lending (CTL) Group as a Client Associate on our multifamily lending sales team in Boston. The team has a powerful entrepreneurial spirit and offers incredible professional development. The ideal candidate will only be limited by their internal drive to succeed and will recognize that this opportunity provides career advancement by continuously improving upon our client's experience.

We offer apartment investors a variety of adjustable and fixed rate financing solutions from \$500,000 to \$25 million+ to meet specific borrowing needs. We can close on multifamily loans in as little as 40 days, have low cost apartment loans, including no appraisal fees in most markets, and have local market expertise. This key position on the sales team works with the Client Manager in originating commercial multifamily real estate loans.

Client Associate Job Responsibilities:

- Strong business development achieved through proactive calling of prospects and existing clients
- Integral part of creating marketing strategy and responsible for implementing marketing plan which includes direct mailings, thought leadership digital mailings, proprietary client events
- Interact with clients by seeking to understand their individual business needs and offering creative ways for them to successfully maintain and grow their real estate portfolio
- Analyze commercial multifamily real estate cash flow and valuation
- Model various financial assumptions to select the best mortgage product for the client
- Set expectations with the client and review process and timeline from pre-approval through the funding of the loan
- Drive loan package through process by assessing status and leverage internal business partners

Qualifications:

- A four-year college degree with a major in a related field (Business Administration, Real Estate, Finance and/or Marketing - preferred) or commensurate experience in the financial services industry
- Minimum of 2 years of professional experience within a commercial real estate firm or other area of financial services (Investment Management, Commercial Banking, Business Banking or Insurance)
- Strong desire to be contributing member on a sales team
- Experience cold calling preferred
- Strong understanding of financial concepts required, including being highly proficient in all Microsoft Office applications (Word, Excel, PowerPoint and Outlook) with strong analytical skills
- Excellent time management, verbal communication and presentation skills
- Enthusiastic, self-motivated, ambitious, team player
- Professional, thorough, organized and detail oriented; able to follow standard operating policies and procedures
- Familiarity with CoStar preferred
- Able to identify new sources of business by researching industry and related events, publications, and announcements

Interested candidates should send resumes to daniel.m.vasserman@jpmorgan.com