

3/14/2019

Job posting to be adapted for SelectLeaders.com

Fantini & Gorga (www.fantinigorga.com) is a privately owned, 22-year old commercial mortgage banking firm which arranges debt, equity and mezzanine financing for a broad spectrum of property types, including apartments, office, industrial, retail, hotel, and storage. Properties and development projects financed are located primarily within New England, but the firm also follows borrowers nationwide, particularly in our Single Tenant Net Lease and Self-Storage practices. In addition to maintaining relationships with several hundred national and regional lenders, Fantini & Gorga represents major institutional lenders as correspondent, and services a portfolio of loans.

Originator/ Commercial Mortgage Banker

Originators at Fantini & Gorga:

- Originate, structure, and close transactions across the spectrum of real estate financing. Some originators also have specialties in asset type and/or in a regional area.
- Sell, through calling, meeting, and networking, to a broad list of capital users who are sourced by the originator and/or assigned by the firm.
- Have full access to the firm's capital relationships, structuring expertise, and internal idea exchanges to aid in sourcing and closing business.
- Benefit from an active, personalized marketing program and the aid of analysts in packaging, underwriting, and closing transactions.
- Work collaboratively with a team of 6-8 talented originators (including senior management) and gain added ability to achieve transaction volume by working on teams for selected clients/ transactions.

Successful candidates will have

- At least five years' experience in commercial real estate finance, with strong training in financial analysis. Additional experience preferred, which may also be in commercial real estate brokerage or investment, or in other areas of finance or lending.
- Ability to sell, originate, and close business in commercial real estate finance. Candidates without extensive sales experience will be trained by senior management.
- Ability to develop and nurture relationships with both capital users and capital providers, and to work together with colleagues in the firm.
- Ability to excel in an environment with ambitious individual revenue goals, commission-based compensation, and a commitment to the highest professional and ethical standards.
- Excellent communications skills, both spoken and written.

Compensation: Competitive

Benefits: Competitive

Office location: Boston Financial District

Please submit resumes to Heather Baldassari: hbaldassari@fantinigorga.com