

SENIOR LOAN SALES DIRECTOR
Los Angeles, Orange County or San Francisco

The Debt Exchange, Inc. (“DebtX”) is the largest full-service loan sale advisor and loan analytics provider in the country, serving commercial banks, insurance companies, investment banks, debt funds and other financial institutions. DebtX provides a creative and comfortable work environment and the exciting opportunity to be part of a fast-paced growing company.

DebtX is seeking senior sales candidates to establish, maintain and develop relationships with customers and qualified prospects for DebtX services reporting to the Western Regional Manager in San Francisco.

The ideal candidate will have established industry contacts and a willingness to prospect and cold call potential customers. The candidate will be responsible for evaluating, pricing and structuring potential transactions, negotiating engagement terms, and overseeing all aspects of the customer relationship.

The ideal candidate will have 5-10 years’ experience sourcing CRE or commercial loans for banks, be results oriented, work with a sense of urgency, and think creatively to develop and close opportunities. Candidates must be experienced in lending including commercial real estate or commercial lending; business development experience is a plus. Significant travel required.

Please include a cover letter with your resume.

Email: DebtX-DbtX0425@applications.recruiterbox.com
Online: <https://debtX.recruiterbox.com/jobs/fk0jkk1>