



FAIRWAY AMERICA

Title: **Business Development Officer**
Classification: Full-Time, Exempt
Department: Sales and Marketing
Reports to: EVP of Sales and Marketing
Location: Portland, Oregon
Salary Range: \$48,000.00 - \$60,000.00 / year DOE

HELP ME TAKE FAIRWAY AMERICA TO THE NEXT LEVEL!

"As the EVP of Sales and Marketing of Fairway America, I am looking for a talented outside Business Development person to call on existing and new retail referral sources (excluding mortgage brokers). This face to face relationship development position is a key part of our originations growth strategy. The successful person in this role will play a large part in driving the increases in production we are seeking by successfully cultivating additional avenues for new originations and/or acquisitions of loans".

Matthew Raymond, EVP of Sales and Marketing

At Fairway America, we are committed to our **core values**:

Focused, Driven and Committed
Accountable and Responsible
Interdependence and Collaboration
Respect, Trust and Integrity
Winning Attitudes
Approachable, Open Communication
You Make Fairway Fun!

These values are alive at our company and we live them every day while pursuing our purpose of *"Honorably doing worthwhile deals that create value, wealth, dignity and superior returns for all parties involved"*. If a deal is not worthwhile for everyone (our borrowers, investors, referral sources, and Fairway America) we'd rather not do it at all.

For the A-player looking for something special and who can answer "yes" to all of the following questions, this is the opportunity for you.

- Are you the kind of person who hates being in the office all the time but really loves being out in the field?
- Do you truly enjoy developing relationships face to face, belly to belly, with those contacts that can bring your company the right type of business?
- Do you have a knack for meeting people, quickly developing rapport, and getting them to want to do business with you?
- Are you the classic "hunter" who likes to go out and stir up business but doesn't enjoy all the details and numbers involved in putting the whole deal together?
- Are you professional, results oriented and driven to succeed?
- Do you work hard and smart simply for the sake of the fact that it is the right thing to do?

- Are you willing to go out in the field every business day and make 5-10 or more face to face calls, and in fact enjoy doing so?
- Do you want to be able to earn bonuses based directly on the success of your efforts?
- Can you provide clear proof to us when asked of a track record of demonstrable success in prior positions of a similar nature?

If you answered "yes" to these questions, we want to meet you!

Our Company

Fairway America is a successful locally owned and privately funded commercial real estate lending and investment firm. Through a simplified and streamlined process, Fairway America provides financing solutions for people who are unable or unwilling to get financed by more traditional lending sources. Everyday, Fairway America helps borrowers solve difficult problems, meet pressing deadlines, or take advantage of excellent opportunities. While assisting these borrowers, we also enable our investors to earn above average returns they are unable to get elsewhere. As many brokers and lenders have gone out of business or are struggling mightily, our conservative lending approach has enabled us to weather this storm and positioned us to take advantage of unprecedented market opportunities while helping people who are otherwise unable to locate financing.

The Position

The Business Development Officer is an outside face to face, relationship creation, cultivation, and retention position. Your sole objective is to locate and build relationship with key referral sources in related industries, primarily retail and commercial bankers, commercial real estate brokers and agents, attorneys, CPA's and other professionals. You will be expected to continuously seek out and develop new and better sources of loan referrals that meet our lending criteria, and to see these people every day. This position will be ideal for individuals who love meeting and interacting with people but who do not enjoy working in depth on processing and closing the individual loans generated from your efforts. Once the referral relationship is cultivated and deals come in, you will not be expected to work the deal but rather to continue to build the relationship with the referral source.

Responsibilities

- Identify appropriate referral sources and be able to understand how to prioritize them based on value to the company as well as the referral source.
- Meet daily with a required number (TBD) of referral sources to determine the level of fit with Fairway America.
- Gain commitments from qualified sources as to their willingness to send business to Fairway America.
- Set appointments and meet with a variety of professionals to develop relationship and garner referral business.
- Monitor progress on any loan referrals to keep the referring source informed of the progress and outcome.
- Generate consistent high quality loan opportunities referred from your farm of sources.
- Gather reconnaissance and feedback from market participants as to industry trends and developments, new opportunities, market fluctuations, etc.
- Utilize company CRM (Salesforce.com) to maintain calendar, document activities, report results, and develop business.

Qualifications

At Fairway America, your values, abilities, and demonstrable track record of success are more important than direct experience. That being said, an ideal candidate would have the following:

- Ability to set and attend a significant number of quality daily/weekly appointments.
- Excellent ability to make a good impression in person and to engage other people to like you and want to do business with you.
- Very strong verbal and person to person communication skills.
- Good understanding of real estate and real estate financing in general.
- Minimum 5 years experience in related business development/outside sales or marketing activity.
- Bachelors degree in business, marketing, sales, management or other related fields.
- Strong time management and organization skills.
- Most have good computer skills along with ability and willingness to use our CRM (Salesforce.com) extensively.

Benefits

Fairway America is committed to maintaining a motivated, positive work environment full of great people who share, demonstrate, and live our core values. Take pride in working for a company that lives its core values, vision and mission/purpose and continually provides tangible value and benefit to its employees, brokers, borrowers and investors. Our benefits include:

- Excellent base salary
- Individual bonuses based on performance
- Company profit sharing participation (no waiting period)
- Medical & dental coverage
- Matching 401K plan
- Cafeteria plan (section 125 plan)
- Short term disability policy
- Company paid ongoing training and personal development
- Vacation, personal time off and company paid holidays
- Outstanding working environment
- Family friendly atmosphere and culture
- Working with other "A players" with a burning desire to win

Apply

If you feel you are an "A player", are up for our challenging, demanding, and rigorous hiring process, and would like to join a dynamic, growing company, please begin your application process by going to our career center at:

<http://www.fairwayamerica.com/jobopp22.php>

Phone calls are not accepted.