



FAIRWAY AMERICA

Title: **Investment Sales Representative**
Classification: Exempt
Department: Investor Relations
Reports to: CEO
Location: Portland, Oregon
Salary Range: Negotiable (\$40,000.00 - \$60,000.00 plus commission to \$100,000.00+ / year DOE)

HELP ME TAKE FAIRWAY AMERICA TO THE NEXT LEVEL!

*"As the CEO of Fairway America, I am looking for a talented and successful Investment Sales Representative to lead the charge in raising the investment dollars that we use to fund our loans. A highly successful person in this role is absolutely **vital** to our overall operations in that we require an ongoing accumulation of investment dollars in order to continue the growth of our originations and loan portfolio".*

John Brooke, CEO

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 an accomplished prospector who has a knack for being able to open doors and set up appointments?
- Do you build instant rapport with prospects and customers?
- Do you have a **proven** track record in sales of some type?
- Do you take initiative and display resourcefulness and persistence in your sales effort?
- Will you pick up the phone and call people consistently even in the face of rejection?
- Are you seeking meaning and purpose in your career?
- Are you professional and results driven?
- Do you exceed people's expectations of you on a regular basis?
- Do you have a passion for sales?
- Do you want to make a clear difference in the success of the company?

- Are you seeking an atmosphere of open and direct communication, clear and mutually established priorities and expectations, and a culture of accountability?
- Do you want the ball in your hands when the game is on the line?

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 successful person in the role will be prospecting continually. Starting with our existing database of contacts and investors, and utilizing your own as well, you will be making a lot of phone calls, establishing rapport, generating interest in our product, gathering referrals and setting appointments. While closing skills are desired, many appointments and significant presentations would include our CFO and/or CEO who have intimate knowledge of the company and product. You will be calling on institutions and individuals and must be able and willing to make calls, set appointments, and raise investment dollars. The results of your efforts will be highly visible for all to see so you must enjoy this type of pressure to perform.

Responsibilities

- Prospect heavily and continuously and set appointments with wealthy individual investors as well as institutional sources such as RIAs (Registered Investment Advisors), Wealth Managers, Consultants, Asset/Fund Managers, gatekeepers of Family offices, Endowments, Foundations, etc.
- Establish rapport and trust with existing and prospective clients.
- Meet or exceed daily metrics in outbound calls, telephone time, number of appointments, and funds raised.
- Assess needs and goals of clients and prospects to determine relevancy of our investment.
- Prepare and make presentations to qualified investors and advisors (with help and participations of CFO and /or CEO).
- Obtain commitment, close sales and generate investment funds from investors and advisors.
- Maintain ongoing relationships with existing (over 200 currently) and new investors and advisors.

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:

- Successful record of having prospected heavily and set appointments consistently.
- Minimum 3-5 years in securities sales, stock broker, fund raising, and/or retail or institutional investment sales, or some other related sales position.
- Ability to communicate well with others and make a strong, positive impression over the phone, in writing and in person.
- Bachelor degree in Finance, Economics, Business Administration, Marketing or related field.
- Good computer skills (CRM, Power Point, Excel, etc.). Must be able to use our CRM to document activities and results.
- Ability to handle the significant and public pressure (internally) to produce results in a critical role within the company.

Note: A full time Administrative Assistant supports this position with regard to paperwork, administrative duties, handling monthly investment distributions, etc.

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/jobopp10.php>

Phone calls are not accepted.