



FAIRWAY AMERICA

Title: **Account Executive**
Classification: Full-Time, Exempt
Department: Sales and Marketing
Reports to: EVP of Sales and Marketing
Location: Portland, Oregon
Salary Range: \$30,000.00 - \$50,000.00 / 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 one to two talented and powerful phone people to take incoming calls and make outbound calls, in order to screen loan scenarios and separate the wheat from the chaff. This position is a high volume, high action, phone position. As an Account Executive, you do not have to go in the field to make face to face calls and you are not expected to be a "closer". But you do need to love working on the phone, be good with people, be able to understand our loan criteria and screen loan scenarios for ones that look promising."

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.

- Do you love working with others over the phone?
- Are you outstanding on the phone but do not necessarily like going out in the field and make face to face calls?
- Are you willing to pick up the phone to contact people with whom we do business, to follow up and to make things happen?
- Do you hate office politics as much as we do?
- Are you seeking an atmosphere of open and direct communication, clear and mutually established priorities and expectations, and a culture of accountability?
- Are you professional and results driven, yet lighthearted and fun to talk to?
- Do you exceed people's expectations of you on a regular basis?

- Is it in your bones to seek continual improvement in your skills?
- Do you have passion, drive and give 100% effort in your work?
- Do you want to be able to earn bonuses based on results entirely in your control?

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

Successful applicants must love working on the phone, be able to easily and quickly develop rapport on the phone, and be excited about meeting and exceeding daily metrics. You must be self motivated to achieve results and be willing to give full effort every day. This is not a cold calling sales position. You do not need to make face to face calls or negotiate the loans, but you must be willing to pick up the phone (approximately 50% incoming and 50% outgoing) and talk to a lot of people with whom we currently have some level of relationship.

Responsibilities

- Handle all incoming broker, referral sources and retail phone calls and new loan inquiries.
- Make outbound phone calls to brokers from assigned lists and follow up on appropriate leads.
- Develop bonding and rapport with mortgage brokers and other referral sources to cultivate ongoing relationships.
- Work with mortgage brokers and their borrowers to best determine method of proceeding on each individual inquiry.
- Pre-qualify all new loan submissions from referral sources and hold preliminary talks directly with potential borrowers as needed.
- Encourage submission of loan packages as appropriate for review by Underwriter and Loan Officer.
- Quote basic pricing and program guidelines to brokers, referral sources, and borrowers.
- Ask questions to determine needs, objectives, goals, and motivations of brokers and potential borrowers.
- Make determination as to whether the inquiry (Lead) is qualified for conversion to an Opportunity to pass along to the Loan Officer.
- Maintain accurate pipeline of Leads in database and actively manage them through the process of follow up to conversion or disqualification.
- Participate in sales meetings and training programs.
- Use CRM (Salesforce.com) extensively to manage leads pipeline.

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 communicate extremely effectively over the phone.
- Ability to manage lots of daily phone calls with strong attention to detail and time management.
- Basic understanding of finance and real estate lending, preferably commercial RE (training provided).
- Minimum 2 years of high volume phone work in some capacity.
- Bachelor's degree in business administration, economics, marketing, management, or related degree, or an equivalent combination of education and experience.
- Must have strong computer skills and 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" and 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://fairwayamerica.com/jobopp03.php>

Phone calls are not accepted.