



DIRECTOR, MORTGAGE BANKING – Construction/Real Estate

JOB SUMMARY

The Rush Companies is seeking an experienced mortgage banker to join Rush Capital. We are looking for a strong leader who can continue to grow debt originations for the Company while being entrepreneurial and sourcing investment/development opportunities. The new member will work with the existing team to continue the strong growth of the business. We are looking for proven experience in developing business, underwriting and structuring, and closing loans with banks, credit unions, life insurance companies, conduits, and agency lenders. The successful candidate will be a self-starter, eager to jump in and be an integral part of the team.

Company

The Rush Companies is a diversified real estate organization comprised of seven companies that work together to build and maintain communities. Since 1987, we have built structures and relationships that last, thanks to a commitment to exceed expectations at every turn. We are focused on BUILDING AN EXCEPTIONAL FUTURE, **TOGETHER**, by living our *Guiding Principles* every day. At Rush, we believe that if something is worth doing, it's worth doing right, which is why our team is made up of experienced, creative, problem-solvers who provide solutions our clients can count on.

Rush Capital provides advisory services for affiliated and third-party clients, including construction and bridge loans, permanent financing, and equity placement. The team also provides asset management, underwriting, and feasibility services.

Primary Duties & Responsibilities

Run third party mortgage banking platform for Rush Capital

Loan Originations

- Maintain relationships with existing clients and continue to originate loans– ideally candidate has track record of \$500K-\$750K+ in annual fee income with goal of \$1MM+ per year
- Maintain and build relationships with banks, credit unions, life insurance companies, conduits, and agencies
- Analyze, underwrite, and close loans for 3rd party borrowers
- Develop new relationships with borrowers
- Partner with our Marketing team to create marketing packages for lenders

Requirements

- Bachelor's degree with expertise in real estate underwriting, accounting, and credit analysis
- Minimum 5 years' experience originating commercial real estate loans
- Strong track record of loan production
- Strong analytical, technological, communication, and leadership skills

Physical Requirements

Work is primarily performed in an office setting with minimal health or safety hazards. Some travel such as, but not limited to, other offices, property visits/inspections, local business errands, and occasional trips to industry conferences.

Special Requirements

None

Team members of The Rush Companies have a strong reputation for exercising integrity, good judgment and sound business practices in our dealings with clients, consultants, subcontractors, municipalities and suppliers. We are committed to selecting individuals who share in our loyalties by acting as good stewards for our standards of quality and safety.

For more information about The Rush Companies or the application process, visit us at:

<http://www.therushcompanies.com/about-rush/employment>

How to Apply:

Please send cover letter and resume **via the link in this ad** or send via U.S. mail to:

The Rush Companies

c/o Human Resources

6622 Wollochet Dr

Gig Harbor, WA 98332

Equal Opportunity & Drug-Free Employer

Disclaimer: This job description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job duties and responsibilities. The duties and responsibilities of the jobholder might differ from those outlined in this job description and that other duties, as assigned, might be part of the job.