



**COMMERCIAL LOAN OFFICER / VICE PRESIDENT**  
**Bethesda, Maryland**

BlueWater Funding (BWF) is seeking a detail oriented and hard working individual who is willing to work hard and make a LOT of money! The ideal candidate will possess a strong background in commercial real estate lending/acquisitions/sales, managing of transactions to closing, and have exceptional communication and time management skills.

**Responsibilities Include:**

- Develop a constant pipeline of business by managing Company and self-generated leads through the BWF qualification process.
- Manage the day-to-day status of the pipeline, keeping all leads updated in the company's database.
- Structure qualified loans according to the BWF guidelines and policies.
- Prepare initial loan packages and present them at Company committee meetings for approval.
- Assist in gathering all necessary information from Borrower and third parties to expedite the underwriting process.
- Manage the Borrower's and Broker's expectations throughout the process protecting the Company's integrity and reputation at all times.
- Must meet or exceed monthly/quarterly loan volume and business development goals in addition to other critical goals set on an as needed basis by management.
- Responsible for the personal development of key referral sources via direct contact and interaction with referral source prospects.
- Assist the Company in the brokering of turned down loans, the sale of REO property and always is seeking other sources of income producing opportunities.
- Must always be closing.

**Required Skills:**

- Bachelors degree;
- 5-7 years' experience in commercial real estate either in lending, acquisitions or sales;
- Proven track record in originating real estate investment opportunities and managing a deal through to closing (and beyond);
- Strong "Book of Business" to assist in originating commercial loans;
- Superior written and verbal communication skills and the ability to work effectively in a team environment and maintain confidential information;
- Strong analytical, research and financial modeling skills a must;
- Strong working knowledge of Salesforce, Microsoft Office products and the Internet;
- Must have a closing focused thought process;
- Private lending experience a plus.

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Send your detailed cover letter stating how your experience is relevant with the qualifications listed with your resume.

**Please include Commercial Loan Officer / Vice President in the subject line and send to [ksobona@bwfpartners.com](mailto:ksobona@bwfpartners.com)**

**You can fax your information to: (240) 766.0609 Attention: Commercial Loan Officer / Vice President**