



**Do you want to have an impact?**

## **Vice President, Business Development- Commercial Mortgages**

**Challenge • Inspiration • Growth**

### **Company Description**

Founded in 1974, CMLS Financial is one of Canada's largest, independently owned mortgage services companies with offices across the country including Vancouver, Calgary, Toronto, Ottawa, Montreal, and Halifax. Some of Canada's most prominent banks, investment managers, insurance companies, and pension funds rely on CMLS Financial for a variety of critically important mortgage services. In the past five years alone, our mortgage portfolio under administration has more than tripled. The company currently originates over \$2 billion of commercial mortgage investment each year, roughly 8% of the Canadian market, and has a portfolio under administration exceeding \$7 billion.

As of 2013, CMLS Financial also offers a wide range of residential mortgages through our Residential Mortgage Division.

We are proud to be Canada's Mortgage Company. Building on our solid foundation of financial strength and industry experience, we deliver unparalleled solutions for all our customers. Our goal is to be the preferred choice for our commercial borrowers, residential homeowners and institutional lenders, and always provide them with excellent service and competitive options.

**Our Opportunity for You:** As a Vice President, Business Development, you will be operating from our downtown Toronto office, originating commercial mortgages for the Ontario market. The role aims to further CMLS's position as a leader in commercial mortgages and construction financing by proactively selling and marketing CMLS' full range of commercial lending options. Focused on real-estate investors, this role focuses on building and maintaining relationships.

This position provides for significant earning potential. The compensation structure provides successful candidates with the opportunity to earn a substantial income as an employee of CMLS. In this position, you will be able to focus on sales, having access to cutting-edge technology, a team of Analysts and full marketing support with significant resources. You will become part of a winning team comprised of seasoned Commercial Originators enjoying great success in the industry. There is no cap on your earning potential, so if you have solid contacts and strong networking skills, this is an opportunity you should strongly consider. Join CMLS: a company with almost 40 years in the business and a fantastic reputation to partner with.

**Reports to:** Vice President and Managing Director

**Location:** Toronto, ON

**Hiring salary:** Competitive compensation package

**Start date:** Immediate

## Accountabilities

The core responsibilities and accountabilities are:

- Source potential new commercial real estate finance opportunities
- Establish and maintain a network of key contacts/resources to source potential new business opportunities for CMLS' full range of business products
- Develop and deliver related presentations to small and large groups to promote the CMLS brand and its services
- Actively seek out and share information regarding market changes and competitive activity that is utilized to develop key market strategies as well as legislative change
- Act as representative for CMLS, liaising with internal stakeholders and with external influencers to achieve growth of business and to build strong ties in the business community
- Demonstrate skill in financial analysis to determine borrower lending options
- Orchestrate more complex negotiations to develop needs-based solutions and presents proposals to potential borrowers which effectively satisfy borrower needs within CMLS objectives
- Partner with the Analyst in completing mortgage presentations by assessing and preparing relevant information on borrower's behalf to permit due diligence for new deals and annual reviews

## Desired Skills & Experience

### Education/ Experience / Skills

- Completion of an undergraduate degree in one of the following concentrations: finance, economics, urban land development, accounting or business administration
- A minimum of 5 years' experience in either commercial mortgage lending at a major Financial Institute or commercial mortgage brokerage firm and sales activities or any other equivalent experience
- Applicants will require licensing as a mortgage broker or agent in Ontario prior to successfully filling the role

### Technical Competencies

- Relationship management skills including the ability to establish and maintain a network of key contacts and resources in addition to being able to attract new clients
- Real Estate knowledge with an emphasis on multi-family as well as industrial, office and retail
- Strong underwriting skills of commercial mortgages and construction lending
- Demonstrate strong leadership and sales skills including knowledge and application of various sales processes, tools, and techniques
- Advanced ability to conduct credit analysis and be creative and flexible in structuring financial transactions
- Demonstrate ability to create and deliver business presentations, including experience with public speaking
- Intermediate computer skills in Microsoft Word, Excel, Outlook, and Internet

## Skills & Characteristics

- Time and self-management
- Self-starter
- Results driven
- Influence and negotiation
- Relationship management
- Interpersonal and communication skills
- Proactive attitude
- Creativity
- Confidence
- Initiative
- Independence

If you are a motivated self-starter looking to grow with a dynamic company, CMLS Financial is the place for you. We pride ourselves on creating an environment where you will find a challenging and promising career with many development and growth opportunities. We offer a fantastic team-oriented culture and competitive compensation package.

**How to apply:** If you would like to join this exciting and growing company, submit both a cover letter and resume to [careers@cmls.ca](mailto:careers@cmls.ca) with “Vice President, Business Development” in the subject line. We thank all applicants however we will only contact those selected for an interview.

**We look forward to meeting you.**