

<b>Job Title:</b>	Analyst/Junior Producer moving to Producer within 2-3 years	<b>Job Category:</b>	Commercial Real Estate Finance
<b>Department/Group:</b>	Loan Production	<b>Minimum Education:</b>	Bachelor’s Degree
<b>Location:</b>	San Diego	<b>Travel Required:</b>	No
<b>Level/Salary Range:</b>	To be discussed. Position to be salaried initially and candidate will ultimately be transitioned to 100% commission.	<b>Position Type:</b>	Full-Time
<b>Company Contact:</b>	Phil Ouellette	<b>Contact Phone:</b>	858.522.1410
<b>Will Train Applicant(s):</b>	Yes	<b>Contact Email:</b>	pouellette@psrs.com
<b>Exempt/Non-Exempt:</b>	Non-Exempt		
<b>Job Description</b>			
<b>JOB SUMMARY</b>			
<p>PSRS San Diego is looking for an ambitious, outgoing, sales-oriented individual to join the loan production team. The candidate should possess both strong analytical and interpersonal skills, as well as the ability to get out and network with industry participants with the long-term goal of securing commercial real estate financing opportunities. The position will be salaried during the period that the candidate is training, assisting senior producers, and building up his/her own book of business.</p> <p>The candidate will be encouraged to transition to a 100% commission loan producer as they complete their training and mature in the business.</p> <p>Long term participation in ownership of the company is available to selected producers. Other successful producers have secured an equity interest in the company, as they have worked to promote the company and build up the business where they are a key player in its success.</p>			
<b>ESSENTIAL FUNCTIONS</b>			
<ul style="list-style-type: none"><li>• Aptitude and willingness to meet and socially interact with industry participants</li><li>• Business development - cold call, networking events, meetings, etc</li><li>• Underwriting commercial real estate valuations and loans</li><li>• Learning the nuances of how to analyze all commercial property types -- apartments, industrial, office, retail, self-storage &amp; hospitality</li><li>• Research and learn local real estate markets and select markets nationwide for out of market transactions</li><li>• Be detail oriented as the candidate learns how to process and close loans</li><li>• Building lender relationships and learning programs</li><li>• Understanding the Capital Markets and nuances between sources -- banks, credit unions, life insurance companies, CMBS, &amp; debt funds to become a Capital Markets expert</li></ul>			
<b>PREFERRED SKILLS</b>			
Microsoft Excel, ability to write in a professional manner, and self-motivated			
<b>ADDITIONAL BENEFITS</b>			
401-k Match, Health/dental coverage, access to Costar subscription			