



## **Webster Bank**

### **Mortgage Originator – Loan Officer Opportunities** (Positions available throughout; Connecticut & Massachusetts)

#### ***Job Description***

This position is responsible for generating and maintaining external mortgage business from various referral sources as established by the incumbent throughout: *Connecticut & Massachusetts*. The Loan Officer must be in a position to do purchase and refinance transactions as well as conventional and government lending. The incumbent may also have internal responsibilities working as a department or deposit branch partner in servicing the needs of internal clients. The position is responsible for networking with external clients in order to develop and increase new mortgage business for the bank. External clients would include realtors, builders, attorneys, financial planners etc. Additional responsibilities might include having partnership responsibilities to inside departments and branches as well as existing customers of the bank. Effective database management of client and customer information for purposes of ongoing marketing is deemed necessary. Outbound marketing efforts would consist of mailings, email correspondence, client and customer flyers, home shows, seminars and presentations, and in-person calling efforts. A commitment to a set of proven customer service skills. These skills would include though not necessary limited to being organized, having a good command of product and process knowledge, the timely return of all phone calls, the setting of expectations, and the discovery of customer needs and the alternative solutions for satisfying those needs. This is a commissioned, outside sales position, and you must have an established book-of-business.

#### ***Requirements***

BS preferred and/or 2 to 4 years of outside Mortgage sales experience.

The position requires someone who has the qualities of ambition, a high energy level, self-discipline, self-starter, and the ability to work independently. The individual should have experience in the industry with a good understanding of secondary market guidelines as established by FNMA. A familiarity with PC technology and Windows would be helpful. The candidate should have established referral sources with a pattern of success and a history of proven production.

If you are interested in an opportunity or to inquire further please contact: Marj Dischler; AVP-Sr. Recruiter at 860/612-5940 or send your resume to [mdischler@websterbank.com](mailto:mdischler@websterbank.com).

You can also go directly to our website at [www.websterbank.com](http://www.websterbank.com) and click on careers.