

Mortgage Consultant

Welcome to Peoples Bank! We are the largest mutually chartered bank in Western Mass and Northern Connecticut and a leader in green values, sustainable energy financing, and charitable giving. We operate in the best interest of our customers and strive to be an inclusive and engaging work environment. We offer excellent compensation, workplace flexibility, and a competitive benefits package to our associates. Our award-winning culture has earned us recognition as Best Place to Work and Best Local Bank. Come join our team of dedicated and innovative individuals and contribute to our dynamic, successful organization.

Summary: To generate residential mortgage business in the bank's primary lending areas through contact with real estate agents, brokers, attorneys, builders, developers, in-house referrals and former customers.

Essential Duties and Responsibilities *include the following. Other duties may be assigned*

- Generates mortgage applications on a consistent basis that will lead to closed business to meet or exceed established monthly minimum production expectations
- Cross-sells deposit products to mortgage customers.
- Participates in community and business development events such as Association of Realtor meetings, Expos, Chamber Events, etc. to enhance mortgage sales. Attends Realtor Luncheons and completes business calls to increase mortgage volume.
- Develops annual Market Plan to maximize market opportunities.
- Maintains contact with and responds to all customer calls and referrals within 24 hours.
- Completes all yearly compliance training and testing and complies with bank, federal, and state regulations. Adheres to departmental and bank-wide service standards.

Qualifications: *To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.*

Certifications, Licenses and/or registrations: This position requires National Mortgage Licensing System (NMLS) registration; and ability to obtain said license after a period to be determined by decisionmaker. Must be able to successfully complete the registration process, which includes, but is not limited to, undergoing a criminal background and credit check and must remain in compliance with the NMLS license regulations and rules.

Computer Skills: Knowledge of Microsoft computer applications including Word and Excel

Work Environment and Physical Demands: The working conditions and physical demands described here are representative of those that must be met by an associate to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Ability to work in a fast-pace office environment. Candidate will work primarily normal business hours, but may require flexibility in schedule to accommodate business and project's needs.

While performing the duties of this job, the associate is regularly required to sit; use hands to keyboard; and to hear or talk. The associate is frequently required to stand, walk, bend, reach, grasp, and pull. The associate is occasionally required to lift, carry, kneel, crouch, and drive. Associate must have ability to focus on computer screen for long periods, ability to read detailed printouts.

Apply here.

https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=4e79b234-c2e9-4c9a-8c4f-8bb92d2766ab&cclId=19000101_000001&lang=en_US&jobId=9200744572017_1&source=EN