



Mortgage Account Executives – Are you tired of fighting for accounts in a confined territory? Do you want to sell mortgage products through multiple channels? Do you lack product selection? Do you have relationships that deserve service? Mid America Mortgage, Inc is the employer for you! We are hiring highly qualified **Account Executives**, throughout the United States. We are pursuing talented people who inspire high results, can identify opportunities, and bring these solutions to a positive conclusion. We're interested in candidates who want to be part of shaping the future of mortgage banking with Mid America Mortgage Wholesale.

What you will do:

- Build relationships directly with mortgage brokers, correspondents, and clients to maximize production and profitability.
- Develop and manage sales activities of a mortgage broker network or third party channel.
- Develop a list of accounts and follow up regularly to ensure client satisfaction, analyze account potential and profitability, and call on accounts to make presentations on loan programs.
- Maintain regular contact with sources of loan production, correspondent financial institutions, and mortgage brokers, for smooth flow of loan application and closed loans.
- Communicate product and program changes to Broker customers.

Requirements:

- Bachelor's degree strongly preferred.
- Minimum of 5 years outside sales experience in the mortgage industry.
- Experience in account management, calling on financial institutions in either a wholesale or correspondent capacity.
- Strong negotiation, influencing, and analytical skills.
- Excellent presentation, listening, and judgement skills.

- Candidates must possess the drive, ability, and willingness to help grow Mid America Mortgage wholesale.
- Obtaining complete applications for approval.
- Staying abreast of industry news (competitors, market movements) and underwriting guidelines so as to discuss the mortgage business in an informed fashion.
- Establishing and maintaining a business plan that includes monthly goals for new brokers, submissions, and funding's, with a strategy for achieving high results.

Partial List of Employee Benefits:

- Medical Insurance w/ Prescription coverage
- Dental Insurance
- Flexible Spending Accounts – Dependent & Health Care
- 401(k) Plan
- Company-paid Life Insurance for employees
- Supplemental Life Insurance for employees and dependents
- Short-term and Long-term Disability Insurance
- Paid Vacation and Personal Time for administrative staff
- 8 Paid Holidays per year

Mid America Mortgage, Inc.

Mid America Mortgage, Inc. is a residential mortgage lender with roots dating back to the 1940's. We have assisted thousands of home buyers and homeowners with their home financing needs throughout much of the United States. Whether you are a first time home buyer or a real estate investor, we can help you find the right home loan solution at a competitive rate.

We offer a commission structure with competitive benefits (highlights below). It is our goal to provide our associates with an exciting, dynamic and desirable place to work. Our ambitious business plan and its success, hinges on the ability to find great people and provide an environment that fully engages, retains, and leverages the potential of top talent.

It is the policy of Mid America Mortgage, Inc not to discriminate in employment and personnel practices because of a person's race, color, creed, religion, sex, national origin, age, disability, or any other basis protected by federal, state, or other applicable law.

If interested Please e-mail your resume to:
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