



Functional Title of Position: VP, Eastern/Western Division Production Manager - CLD

Reports to (Functional Title): SVP, National Sales Manager - CLD

Department/Branch: Envoy Correspondent Division – Sales

Location: TBD

GENERAL SUMMARY:

- Successfully develop and manage Regional Account Managers (RAM) and Business Developers (BD) for the company's Correspondent Lending Channel.
- Works directly with Executive Management, Monroe Operations Center, BD's and RAM's to develop and implement strategic initiatives for the Correspondent Division

PRINCIPAL FUNCTIONAL RESPONSIBILITIES:

The following reflects management's definition of essential functions for this job but does not reflect the tasks that may be assigned. Management may assign or reassign duties and responsibilities to this job at any time due to reasonable accommodation or other reasons.

Essential Duties and Responsibilities

- Successfully recruit, develop and manage Regional Account Managers (RAM) and Business Developers (BD) for the company's Correspondent Lending Channel.
- Assist SVP, RAM's and BD's on sales calls with prospective and existing clients including information gathering, product matching and policy education.
- Assist SVP and RAM in managing post-purchase issues as they develop including repurchase demands, EPO, EPD, Insuring and required trailing documentation
- Conduct/co-host meetings with CLD Management, RAM's, BD's and/or LSS that review strategic initiatives, lender management and sales goals/results.
- Meets assigned targets for profitable sales volume and strategic objectives
- Proactively leads a joint company-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones for a one and three-year period.
- Develop leads and help manage relationships by attending relevant trade shows, client and association board meetings and regularly conducting company related sales presentations.
- Involuntarily engages in a planned program of self-development and training, ensuring continuing knowledge of products, sales process and regulatory developments
- While performing the duties of this position, the employee will view, have access to, and work with confidential financial data. The employee in this position must adhere to strict confidentiality policies and procedures.
- Perform other related duties as assigned.

THIS JOB DESCRIPTION IS NOT INTENDED TO BE ALL-INCLUSIVE. THE INCUMBENT WILL ALSO PERFORM OTHER REASONABLY RELATED BUSINESS DUTIES AS ASSIGNED BY MANAGEMENT.



MINIMUM QUALIFICATIONS:

- Significant Correspondent Account Executive/Sales Management experience required
- 10+ years of B2B/B2C Sales Management required
- 15+ years mortgage industry experience required
- Preferred 4 year college degree
- Demonstrates sales ability and presentation skills
- Strong communication, organization and time management skills
- Articulate speaker with good interpersonal skills
- Ability to work under pressure and meet deadlines without supervision.

PHYSICAL REQUIREMENTS:

- The employee must occasionally lift and/or move up to 50 pounds
- Specific vision abilities required by this job include close vision
- While performing the duties of this job, the employee is regularly required to sit, use hands to finger, handle, or feel; reach with hands and arms; and talk or hear
- The employee is occasionally required to stand; walk; climb or balance and stoop, kneel, crouch or crawl