

Retail Sales Home Loan Manager, Assistant Vice President

Job Description

- Lead/manages team of MLOs/MLAs and sales office support staff
- Responsible for meeting production volume of funded mortgage loans goals set for the team, as defined by the Region plan
- Leads sales team of MLOs/MLAs to execute against these goals providing leadership, marketing and strategic direction
- Provides coaching, mentoring and training to the MLOs/MLAs teams
- Responsible for the financial management of the sales office, as defined by his/her management.
- May be responsible for managing a satellite office

Responsibilities

- Recruit, coach, mentor, and train the team of MLOs/MLAs
- Drive the MLOs/MLAs team to execute and deliver performance against established goals for the sales office
- Grow the business in the local market as defined by the Regional Sales Executive
- Develop referral contacts for the local market
- Communicate CRE Sales Strategy for the local market and big picture
- Ability to resolve issues impacting the associates – personnel compensation, etc.
- Manage sales offices P&L based on financial guidelines, set by senior management, for the sales office
- Manage pipeline for all originated loans through closing to ensure goals are met
- Ensures exceptional customer experience by overseeing MLOS/MLAS mortgage loan process from origination to close
- As required, provide on-going communication to customers and business partners
- Ensures the team staff activities are in compliance with regulations, policies, and guidelines set by the government and BAC

Required Skills:

- 5+ years of Retail Sales Mortgage Origination Experience
- Knowledge of E2E mortgage process
- 3+ years of proven success managing teams of 10+
- Strong Leadership skills

If you are interested in applying for this role, please contact us at diversityexecutiverecruiting@bankofamerica.com. Thank you.