



### **Associate, Account Executive – Job Posting**

This position is an inside/outside fulltime position, Monday – Friday, typically 9am to 5pm. Those without Private Lending experience will be required to be on-site, at our corporate office in Cranford, New Jersey. We are seeking successful, self-motivated, analytical individuals looking to become experts in Fix and Flip, Ground up Construction, and Rental Properties. We do it differently. We believe strongly in making products simple and processes with reliable funding times. Build your own business locally but be supported with a dedicated marketing team and occasional corporate leads.

### **Qualifications**

- Bachelor's Degree preferred or three years selling.
- Two plus years of experience within Private lending as an Account Executive. Candidates without experience will only be considered with a strong resume, competitive spirit, and excellent financial acumen.
- Excellent interpersonal and communication skills
- Strong attention to detail and accuracy
- Proficiency in Microsoft office products is a must.

### **Responsibilities**

- Master all levels of training materials, underwriting guidelines, deal structuring, CRM & LOS software and related tools, policies, and procedures to meet and exceed production expectations.
- Take full ownership of sales by leveraging corporate supplied leads and self-sourcing & funding \$1.5-2.5 Million in closed loans per month. You will build direct and broker relationships, prospect new business opportunities, and develop connections with key industry players to maintain a pipeline of loans.
- Ensure properties are reviewed by posting each application and loan file are complete, accurate, in compliance with internal guidelines, and prepare loan summaries for underwriting approval.
- Manage the entire loans process and work with processing, account managers, underwriters to collect credit, review and validate documentation and restructure loans to facilitate closings with borrowers and brokers (i.e., purchase contracts, bank statements, entity documentation, rehab budgets, etc.,)
- Be the driving force in managing your loan origination/pipeline to help maintain our agreed upon timelines, keep loans moving forward, communicate bottlenecks or delays respectfully and constantly clear stipulations as needed.
- Provide best-in-class customer service.
- Leverage all resources and industry knowledge to originate the full suite of products, pricing and services offered across Fix and Flip, Ground Up, Bridge, and DSCR loans to achieve minimum production standards (MAPS).

Unitas Funding LLC  
25 Commerce Drive, Suite 330, Cranford, NJ 07016  
<https://www.unitasfunding.com>

- Know, understand, and communicate the Unitas Funding unique value proposition and become the trusted resource for all the real estate investor's needs.

### **What We Offer**

- Top-Tier Compensation: A base salary that is in the top quartile of the industry, with uncapped commission potential
- Bonus Opportunity: Performance-based incentive program quarterly.
- Excellent benefits: Medical, Dental and Vision Insurance and 401k employer funding components.
- Career Development: We prioritize the growth and success of our team members. You will benefit from continuous learning opportunities, dedicated mentorship, and the chance to refine your skills and advance your career.

### **Why Unitas?**

At Unitas Funding we are relentlessly challenging normalcy in a competitive market. We have a strong belief in making products simple to understand and process with reliable funding times. We understand what real estate investors need and leverage our deep knowledge of institutional capital. We are in a large growth mode and looking for those wanting continuous learning, mentorship, have a competitive spirit and wish to be a part of career-changing company.

### **About Unitas Funding LLC**

Unitas is a direct lender serving real estate investors nationwide. We offer short term financing to investors acquiring 1-4 family homes, multi family, ground up construction and development, aimed at adding value or retaining property, in a rental portfolio.

Benefits include healthcare coverage, disability/life insurance benefits and a 401k plan. We offer a competitive salary with potential for annual bonuses. <https://www.unitasfunding.com>

Unitas Funding is an equal opportunity employer and makes employment decisions without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability, age, or any other protected status.

*Unitas Funding does not accept resumes or referrals from placement agencies, staffing vendors or other external parties seeking recruitment fees.*