



Massey Knakal Capital Services

Title: Mortgage Broker

WHO WE ARE:

Massey Knakal is the #1 real estate brokerage company in the New York Metro area, specializing in the sale of investment and user properties. Massey Knakal established the unique Territory System, which provides highly specialized investment sales brokers that are dedicated to particular territories in the NY Metro area. In the past twenty years, Massey Knakal has executed over 3,000 transactions totaling over \$10.0 billion in value, while cultivating an outstanding reputation within the industry. With this solid foundation of integrity and execution, Massey Knakal is looking to expand into other business lines that will complement its existing investment sales platform and work within the trademarked Territory System. With over 100 employees, three offices and coverage extending through the five boroughs, Westchester County, Long Island and New Jersey, Massey Knakal is a dynamic and dominant force in the metropolitan area's investment sales marketplace. Now, in 2011, continuing to build upon this tradition, we have established the **Capital Services** (ie debt placement) **Division** with this same focus and determination. Massey Knakal Capital Services has been established to provide unparalleled capital markets knowledge to develop the most creative and efficient financing strategies to meet client needs on the debt side of the business.

Massey Knakal handles a multitude of property types, including commercial buildings, apartment buildings, townhouses, mixed use investment building, mixed use user buildings, live plus income buildings, industrial properties and development/conversion sites. Our new mortgage brokers will be expected to have strong business development skills, excellent underwriting skills, along with a solid understanding of various debt structures in order to provide a high level of service to customers and ensure the maintenance of the Massey Knakal brand.


Massey Knakal Capital Services will continue allowing significant opportunities for advancement and leadership in the Real Estate industry and firm.

WHAT WE ARE LOOKING FOR:

Self-motivated, team-oriented, determined, and goal-driven individuals that want to participate in the building of an exciting new debt placement platform at one of the most dynamic, privately-held firms in the New York brokerage industry.

KEY RESPONSIBILITIES OF MORTGAGE BROKERS:

- Business Development

- 
- Develop strong relationships with key lenders, including banks, Wall Street conduits, insurance companies, hard money lenders, mezzanine lenders, and other specialized finance companies
 - Work closely with existing MK brokers
 - Work closely with financial institutions
 - Exclusively represent borrowers
 - Generate and make presentations for exclusive assignments
 - Ability to analyze, underwrite, and structure a variety of financial solutions for each of the major asset classes
 - Build networking and referral system
 - Establish long lasting client relationships
 - Know and track all variables of your sub market including: property owners, who's buying and selling, loan structures, etc.

TRAINING:

All new hires will undergo extensive Initial Success training program including a Certification Board at the completion of the program in order to be able to successfully market the Massey Knakal brand and ensure that all transactions are executed successfully. All recruits will receive a thorough Training Manual. Continued success training includes Refresher Courses, Industry Speakers & Field Experts.

KNOWLEDGE & EXPERIENCE:

Qualified candidates must be **Self motivated, Disciplined, & Driven, in addition to being assertive, goal-oriented, competitive self-starters.** Existing mortgage brokerage experience a plus; however, MK has top notch **training program** to bring any determined recruit to the top of their game.

- Bachelors and/or Advanced Degree
- Demonstrated ability in business development
- **Excellent Oral & Written** Communications skills incl. **Negotiating** capability
- Strong **Strategic** abilities
- Superior Organizational Skills / Detail Oriented
- Excellent Analytical & Reasoning ability
- Strong computer skills
- **Team** oriented activities, **personal achievements** and/or **leadership** roles in background.

COMPENSATION/BENEFITS:

- 100% Commission-Based
- Medical & Dental coverage by UHC & Aetna, respectively; if elected, 50/50 split



POSITION TYPE: Full-Time; Independent Contractor

CONTACT INFORMATION:

Interested candidates may submit their résumé to Gia LaMarca, Director of HR,
at
glamarca@masseyknakal.com.

To learn more about careers within MKRS, please visit:
<http://www.masseyknakal.com>.