



**Positions:** Account Executive  
**Company:** PennyMac (Through U.S. VETS)  
**Location:** Pasadena  
**Wages:** Approx \$45K-\$55K/year

**Description:**

**Operational:**

- \* Self sources loan production by face to face and telephone sales presentations.
- \* Meets loan production goals through proactive and responsive self sourcing and pipeline management activities.
- \* Able to devise and implement a business plan to meet production goals.
- \* Counsels new and existing borrowers on mortgage loan solutions via phone and/or face-to-face contact.
- \* Recommends loan solutions and originates loans in accordance with company lending guidelines and customer satisfaction standards.
- \* Applies transaction-appropriate pricing in accordance with company guidelines and pricing policy.
- \* Ensures complete borrower satisfaction.
- \* Operates as the primary point of contact during the loan process including responsibility for updating the borrower(s) on loan status, reviewing disclosures with borrower(s) and reviewing loan documents with borrower(s).
- \* Makes sales calls on prospective borrowers, real estate agents, developers and other business partners to market the company's financing solutions.
- \* Represents PennyMac in the local business and real estate community

**Education - Skills & Abilities:**

- \* Bachelor's degree in Finance, Business or Economics (or satisfactory relevant experience).
- \* Minimum of 3 years of residential real estate lending experience.
- \* Actively positioned with stated-regulated Mortgage Agent/Broker license. Able to be in full compliance with all mandated licensing and compliance testing requirements.
- \* Demonstrated working knowledge of forward mortgage products and guidelines including conforming, non-conforming and government (FHA/VA).
- \* Demonstrated knowledge and practical experience in applying credit risk principles to lending recommendations.

**Other:**

Demonstrates behaviors which are aligned with the organization's desired culture and values.

**If you would like to apply to this position, please contact your Applicant Coordinator at:**

**Last name begins with A-K: 916-854-3881**

**Last name begins with L-Z: 916-854-3882**