

Commercial Mortgage Broker

HKS Capital Partners LLC – New York, NY

HKS Capital Partners - is the industry's PREMIER boutique Real Estate capital advisory firm. We specialize in debt, equity, mezzanine, construction, private, joint venture and sponsor equity. We are actively hiring new associates to our commercial lending division. We are looking for Brokers who are motivated and willing to work in a team environment.

Job Responsibilities:

- Identifying new business opportunities, maintaining current clients and securing meetings with senior executives at end-user and landlord businesses
- Research Properties and Market Assets to Potential Lenders
- Analyze and Negotiate Financing Structures
- Participate in All Aspects of Loan Closing Including Negotiating Documents and Terms
- Network with Bankers, Lawyers, Accountants and Other Industry Professionals
- Participating in Brokerage Team Meetings and attending weekly sales meetings to update colleagues on market activity and market information, and to contribute to and benefit from others' market knowledge.
- Submitting all data required for prospect and target marketing reports, commission memos, etc.

Position Requirements:

- Bachelor's degree in business, marketing, real estate or related field strongly preferred.
- This position requires a self-motivated individual, willing and excited to "pound the pavement" make cold calls and solicit for business
- Impeccable follow up skills and the ability to focus on details while being cognizant of the big picture
- Must be capable of maintaining a high energy level and being a team player
- Must be well-spoken, have a proven sales ability, and possess effective business-writing skills
- Experience handling a high volume of projects at once
- Strong analytical and problem solving skills
- Strong interpersonal and networking skills
- Strong sales and presentations skills
- Currently Hold or Soon Will Possess New York Real Estate License
- Team Oriented but also Able to Work Independently

This is a full-time position.

Compensation BOE.