

Mortgage Loan Originator

Company Overview

Founded in 1924 in Knoxville, Home Federal Bank of Tennessee is a trusted full-service bank known for its commitment to community and stability. With a wide range of personal, home, and commercial banking services, the bank has a legacy of responsible management and strong customer relationships. Its long-standing mission is to support and empower the local economy through meaningful financial solutions.

Job Summary

We are seeking a dedicated Mortgage Loan Originator with at least 2 years of experience in residential mortgage lending. This role is pivotal in developing strong relationships with realtors, builders, and customers to drive the acquisition and completion of mortgage loan applications. The ideal candidate will excel in a dynamic team environment, demonstrating exceptional interpersonal and time management skills to meet and exceed our clients' expectations.

Responsibilities

- Solicit new business and manage existing bank relationships to enhance mortgage loan acquisition.
- Interview applicants to identify and recommend the best-suited mortgage solutions.
- Maintain and build relationships with key industry contacts, such as realtors and builders, to ensure a steady stream of quality loan applications.
- Provide superior customer service, ensuring all client interactions are handled with high professionalism.

Qualifications

- Proven experience in mortgage loan origination, with a deep understanding of loan programs and requirements.
- Strong interpersonal skills and the ability to deliver excellent customer service.
- Effective time management skills, with a proven ability to prioritize tasks.
- Ability to work both independently and collaboratively within a team.

- Ambition to grow within the organization, with opportunities for leadership roles and participation in strategic planning.

Benefits

- Competitive salary with commission-based incentives.
- Comprehensive health package (health, dental, and vision insurance).
- Retirement benefits, including 401(k) and matching contributions.
- Life insurance and employee assistance programs for financial and mental well-being.

Why Join Us?

- Work with a market leader: Home Federal Bank has been recognized for excellence in service and stability, making it one of the most reputable banks in the region.
- Make a difference: Your work directly contributes to the financial health and growth of our community.

Job type: Full-time

Expected hours: No less than 40 per week