

Business Development Manager

fraction

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Phone :

Web :

Job Summary

Vacancy :

Deadline : Sep 27, 2024

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Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Business Development Manager for Ottawa, Ontario Region

Ottawa, ON

Pay

Base Salary: \$85,000 + 15 BPS commission

The Role

*Fraction is currently hiring for our sales team! We are looking for an experienced, motivated **Business Development Manager** with an entrepreneurial mindset who is excited to join our team.*

As a business development manager, you will be responsible for originating residential mortgages through referral channel networks and driving revenue performance for the business.

You will be joining a hardworking and dynamic team of BDM's. You'll take ownership of your territory's volume objectives and increase revenue while also maintaining both deal quality and underwriting efficiency standards.

Responsibilities

- Setting up referral partnerships with mortgage brokers in order to build out an application pipeline for Fraction's unique mortgage product.
- Develop and maintain mutually beneficial referral relationships with select referral partners in your region.
- Build a budget, set goals and KPIs, and execute on those goals.
- Be a team player and help us define our culture in an early-stage business.
- Provide unparalleled sales support and lending guidelines training to all of our referral partners.
- Liaise with your colleagues in underwriting in resolving issues with referral partners.
- Maintain and elevate the company's reputation by representing us at key industry events.
- Key performance factors will be based on funded volumes, underwriting quality and efficiencies, and customer satisfaction survey results.
- Champion the Fraction mission culture with external partners.
- Refine and provide input on the sales strategy and go-to-market positioning.

Who you are

- You are a master in sales, relationship management, and development with a proven track record of success.
- You possess a strong background in residential mortgages with 2+ years of experience.
- You know how to manage a sales CRM, entering all leads and opportunities and tracking a sales funnel.
- Reporting. You are excellent at measuring metrics that matter, tracking your own performance and being accountable for the results.
- You build budgets and demand promotional spend to help you succeed.
- You are entrepreneurial - can test things quickly and change tactics as the data tells you to.
- You use social media regularly to promote and drive the bulk of your business. Being on zoom is easy for you.
- You make things happen - podcasts, virtual presentations, networking events.
- You have comprehensive knowledge of the referral partners in the mortgage community in your region of Ottawa.
- Previous mortgage underwriting experience is considered an asset.
- Having a Bachelor's degree in business, finance, or marketing is a plus but not essential.

Perks

- Vacation + Full benefits (medical, dental, vision)
- Full Technology package (Macbook Air, Airpod Pros)

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
