

## MORTGAGE BANKING OFFICER II - HOUSTON AREA

### Description:

**MISSION:** Deliver exceptional customer experience while deepening relationships with industry specific centers of influence.

### Responsibilities:

Increase mortgage loan volume through effective selling.

Cross-sell bank products at each mortgage closing.

Advise customer on the mortgage loan that is appropriate for their individual financial circumstances.

Become a leader in the community when it comes to mortgages and mortgage knowledge.

Build and deepen relationships with industry-specific center of influences like real estate agents and contractors.

Maximize the banks resources to assist in selling and establishing relationships.

Comply with all appropriate bank policies and regulatory guidelines.

Always deliver an exceptional customer experience.

### Qualifications:

- Bachelors' degree in business, finance or related field and/or equivalent professional experience.
- Experience with motivating a sales group and meeting goals at a regional level.
- Ten years of significant management experience in the consumer mortgage and home equity business.
- Must exhibit a friendly and helpful attitude along with the ability to interact positively with direct reports, district level executives and branch staff.
- Demonstrate ability to coach the process of identifying needs and implementing an effective solution in a slow or rapid growth environment.
- Ability to solve complex issues.
- Ability to utilize a personal computer and Microsoft Office desktop word processing and spreadsheet applications.
- Must have assertive communication skills.
- Excellent verbal and written communication skills.

**To apply or for more information on this job, please visit our website at [www.bbvacompass.com/careers](http://www.bbvacompass.com/careers) for a complete list of open positions in your community.**

**Should you have any questions or need additional information please feel free to contact Joe Perez at either [joe.perez@bbvacompass.com](mailto:joe.perez@bbvacompass.com) or 972-705-4215**

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