

Company Overview

1st Choice Savings is a full-service financial institution and cooperative serving approximately 18,500 members across a network of 5 branch locations in Southern Alberta. With assets under administration of \$950 million, 1st Choice Savings is a financially strong Credit Union with a promising potential for growth. The organization follows a strong set of cooperative values where the ultimate goal is putting the member first, above all else.

The Position -Real Estate Specialist

The *Real Estate Specialist* is responsible for growing 1st Choice residential real estate book of business from external resources such as Realtors, Mortgage Brokers, Home Builders, and third-party referrals by fostering growth through new and long-term networking relationships.

The Role

- The Real Estate Specialist will initiate the mortgage from the beginning and complete the signing with the members at closing.
- Will work closely with the Real Estate Channel Underwriter for the mortgage approval process, and cross-sell opportunities.
- Will be the direct contact for mortgage brokers, realtors, homebuilders, and other third-party contacts therefor building long term networking relationships with the intent to become the first contact for referred mortgages.
- Provide appropriate mortgage solutions designed to satisfy members long-term goals.
- Accountable for increasing book of business by effectively promoting, cross-selling, and referring where appropriate 1st Choice products and services to the member.
- Meets with members at their convenience, often outside of the business units.

Skills and Experience

- Proven track record in providing expert advice in not only residential mortgage lending, but other products that meets the members long term financial goals.
- Industry leading sales ability in growing a book, achieving targets and building a pipeline using a member centric approach.
- Strong relationship building skills with the ability to communicate professionally with a wide variety of people
- Has the desire, tenacity, and ability to drive this area of business to the desired goals of 1st Choice.



For further information on this opportunity or to submit and resume and cover letter, please contact:

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