



**RESIDENTIAL LOAN OFFICER / ORIGINATOR**  
**Bethesda, Maryland**

BlueWater Funding (BWF) is expanding its direct lending programs and is seeking a self motivated, ambitious, dependable, team player to grow its residential Hard Money lending division. The ideal candidate must possess a strong background in residential real estate lending/acquisitions/sales, managing of transactions to closing, and have exceptional communication and time management skills. We are well capitalized and we are looking to grow our portfolio. We close, fund and service all of our loans.

**Responsibilities Include:**

- Develop a constant pipeline of business by managing Company and self-generated leads through the BWF qualification process.
- Manage the day-to-day status of the pipeline, keeping all leads updated in the company's database.
- Structure qualified loans according to the BWF guidelines and policies.
- Prepare initial loan packages and present them at Company committee meetings for approval.
- Assist in gathering all necessary information from Borrower and third parties to expedite the underwriting process.
- Manage the Borrower's and Broker's expectations throughout the process protecting the Company's integrity and reputation at all times.
- Must meet or exceed monthly/quarterly loan volume and business development goals in addition to other critical goals set on an as needed basis by management.
- Responsible for the personal development of key referral sources via direct contact and interaction with referral source prospects.
- Assist the Company in the brokering of turned down loans, the sale of REO property and always be seeking other sources of income producing opportunities.
- Must always be closing.

**Required Skills:**

- Bachelor's degree.
- Broker's license preferred.
- 3-5 years experience originating hard money loans for investment residential.
- Proven track record in originating and managing a deal through closing and beyond.
- Must be experienced with loan processing and document collection.
- Must have strong presentation, communication and sales skills.
- Strong Book of Business's to assist in generating leads.
- Must understand and adhere to changing markets and regulations.
- Strong working knowledge of SalesForce, Microsoft Office products and the Internet.
- Private lending experience is a plus.

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Send your detailed cover letter stating how your experience is relevant with the qualifications listed with your resume.

**Please include Residential Loan Officer in the subject line and send to [ksobona@bwfpartners.com](mailto:ksobona@bwfpartners.com).**

**You can fax your information to: (240) 766.0609 Attention: Residential Loan Officer**