

Mortgage Loan Originator

Proactively solicits new residential mortgage business and sells ESB mortgage products to meet established loan quality and production goals. In this sales role, the MLO continually identifies, develops and maintains a quality network of business relationships that serves as a recurring source of referrals for new mortgage lending opportunities. A MLO's network may consist of Real Estate professionals, Builders, professional and personal contacts, as well as other valuable referral sources, and is enhanced by regular participation in business related development opportunities, community efforts to promote homeownership and professional organizations. The MLO responds to customer inquiries and referrals that are generated from both their own contacts and from other ESB delivery channels. The MLO conducts interviews with prospective borrowers in order to analyze financial and credit data, determine customer financing objectives, advise customers of product/pricing policies and guidelines, and gather any additional required information. The MLO ensures exceptional customer service by maintaining thorough knowledge of lending programs, policies, procedures and regulatory requirements, demonstrating a commitment to professional ethics, complying with all Federal and State compliance policies and adhering to HMDA requirements.

To apply, please go to our website at: <https://bankeasternct.com/> and click Careers at the bottom of the homepage.