

Company: G.S. Wilcox & Co.

Title: Vice President - Commercial Real Estate Loan Originator

Location: Morristown, New Jersey

Employment Type: Full-Time

Company Overview: G.S. Wilcox & Co. is a leader in the commercial real estate investment banking industry, providing debt and equity solutions to developers, real estate private equity firms, institutional investors, and other owners of commercial real estate.

Job Description:

The firm is seeking a highly motivated and sales-oriented Vice President - Commercial Real Estate Loan Originator to originate and underwrite debt and equity financing opportunities. This includes developing new and furthering existing client relationships, as well as producing investment packages inclusive of financial projections, original market research, and comparable leasing/sales transactions, among other quantitative and qualitative factors involved in investment decisions.

Job Qualifications:

- Bachelor's degree in business, finance, real estate or related field strongly preferred
- At least 5 years of experience, preferably in commercial real estate mortgage brokerage/commercial lending or a related field
- Self-motivated individual eager to drive business development via cold calls, industry conferences, and networking events
- Effective sales/marketing skills with proven results
- High degree of attention to detail and proficient time management skills
- Strong analytical, problem-solving, interpersonal, and networking abilities
- Excellent oral/written communication skills, including negotiation, business strategy, and client service

Please email a copy of your cover letter and resume to Wesley Wilcox at wwilcox@gswilcox.com.