



<https://obsidianfinancialservices.com/job/mortgage-loan-officer/>

## Mortgage Loan Officer

### Description

Are you over the fact that you cannot close a loan in 10 days? Are you working for a broker that just does not come through, or a lender who would not give you the ability to broker?

At Obsidian you are assigned a personal Territory Manager. This TM will help you get your deal approved and closed. You can't count how many times Quicken or UWM loan has declined a loan, and we have turned around and approved it and closed it within 10 days! We are Full Eagle! Turbo Charge Your Career with Us!

### The ability work as a Lender:

- Rates are the best in the industry. No marked-up Fees, Raw pricing
- DPA-Construction to Perm-203k-DR Loans-Not available for broker channel anymore.
- Non-QM-Make up to 4,00% Compensation.
- FHA down to 550-4% to 5% Compensation-Will never be beaten.
- Our in-house UW are available 24/7. Good luck with UWM & Quicken. They won't let you get within a country mile of speaking with their UW and support staff.
- Rates on FHA/VA at 2.75% fixed, paying back 2.875%
- Top tier banks such as Wells Fargo, Chase and Truist-Suntrust

### The ability to work as a Broker

- Work with over 100 Lenders-Approved with Every Lender in industry.
- Flat fee of \$995 per file-You make the full Compensation of 2.75%
- 203K-DPA-Construction to Perm all CANCELED-on Wholesale.
- 1099 or W2
- DBA's are allowed for corporation.

### Marketing & Software (state of the art cloud base)

- Our Intranet is state of the ART (Free Demo)
- Twice a week training session and you are assigned and personal AE.
- State of the art CRM to track and follow all your leads.
- Our Intranet has training and marketing videos with weekly training sessions.
- LendingPad (LOS) Cloud based so there are NO waiting times or delays.
- Optimal Blue pricing engine-Cadillac of Pricing Engines.
- We develop a website to market to all social media markets.
- Please join us for our weekly Team meeting where you can discover everything that Obsidian has to offer.
- Weekly training session for new loan officers for to learn marketing, software and other items.
- Allowed to work at home or remote location
- DBA allowed.

### Hiring organization

Obsidian Financial Services

### Industry

Mortgage Lending

### Job Location

Remote work from: Alabama; California; Colorado; Arizona; Washington DC; Delaware; Florida; Louisiana; Maryland; New Jersey; Ohio; Pennsylvania; Washington; South Carolina; North Carolina; Tennessee; Texas ; Michigan

### Working Hours

9-5PM some weekends required

### Base Salary

\$ 50,000 - \$ 250,000

### Date posted

July 31, 2020

### Valid through

31.03.2023

## **Underwriting & Processing**

- We can UW and close FHA/VA loans in our name with scores down to 550 credit scores
- DPA's not offered by any broker channels can now go through our correspondent.
- NON-QM with Verus and Angle Oak where we can UW and close in our names.
- Collect your UW fee on the CD if you chose. Charge the borrower and not yourself.
- Hard Money & Fix and Flip Programs
- Commercial
- Reverse Mortgages-In House UW.
- Close a loan from start to finish in **10 days**.
- Processing is done through our third party company so you are able to collect on the lender and broker channels.

## **COMPENSATION WILL NOT BE BEAT (Never)**

- Payday out within 72 hours!
- Branch Manager make overrides from 25 to 100BPS on your loan officers.
- Loan Officers make 200 BPS to 500BPS on each deal.
- Lifetime residual even if you retire or leave.
- 1099 or W2 Depending on state
- Insurance Revenue – Your family receives your income when you cannot

## **Duties**

- Pre-Qualify clients
- Ability to prequalify clients and input information for disclosing.
- Submit a complete file then move on to the next deal.
- Interact with processing and UW to close loans fast.

We are a nondiscrimination lender and loves to hire, train and help people with disabilities, veterans, along with African American and other minorities. We take great pride in help the less fortunate by training and helping give the ability for a great career in the mortgage industry. Please visit our website at [obsidianfinancialservices.com](https://obsidianfinancialservices.com) We look forward to hearing you.

## **Responsibilities**

- Collect financial information (e.g. taxes, debts)
- Evaluate creditworthiness and eligibility for obtaining a mortgage loan
- Interview clients
- Guide clients through mortgage loan options
- Prepare and submit mortgage loan applications
- Ensure data are in line with national and local financial rules
- Monitor and report on application processes
- Inform clients about loan approval or rejection
- Help resolve problems with applications

- Research new mortgage loan policies
- Ensure compliance with privacy laws and confidentiality policies throughout the process
- Build a supportive referral network (e.g. with clients, lenders, real estate agents)

## **Qualifications**

- Experience as a mortgage loan officer or in a similar role (We Train)
- Previous experience in sales or customer support is an asset
- Working knowledge of mortgage loan computer software (e.g. Calyx Point)
- Ability to handle confidential information
- Great mathematical and analytical skills
- Attention to detail
- Reliability and honesty
- A valid license is a must
- Degree in Finance or Business is a plus
- NMLS License is a MUST

## **Job Benefits**

No Benefits Provided – Contract Only

## **Contacts**

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