

Director – CMHC

Role Purpose

Reporting to the VP, Commercial Real Estate the Director – CMHC is strategically and operationally is accountable for the management of a portfolio of accounts, focusing on all CMHC relationships. As a CMHC expert with broad experience in CMHC commercial mortgage lending, the objectives of the role includes; sourcing new CMHC lending relationships through strengthening and expanding existing client relationships and utilizing the CMHC broker network. The successful candidate will grow and provide oversight of the portfolio. This role will have an active presence not only within the Greater Vancouver Area but also in Alberta and Ontario.

What you'll get to do:

- Identify and build long term CMHC direct & broker relationships, increase CMHC portfolio volumes, and continuously develop new contacts and volume sources from the lending community;
- Analyzing and synthesizing a wide variety of information, such as volume reports, client activity profiles and market analysis data, to develop and execute strategies to promote CMHC commercial mortgages;
- Act as representative for Coast Capital, liaising with internal stakeholders and with external influencers to achieve growth of the CMHC;
- Communicate, educate and sell the benefits of CMHC to our members and work directly with CMHC in order to issue COIs;
- Liaise with CMHC underwriting teams to maintain a comfort level on any service or underwriting issues that may arise;
- Ensure sound knowledge of CMHC products, services, and underwriting criteria;
- Demonstrate skills in financial analysis to determine borrower CMHC lending options;
- Attract and build new CMHC business;
- Attend various networking events throughout the region inside and outside of normal working hours
- Actively seek out and share information regarding market changes and competitive activity that is utilized to develop key market strategies as well as legislative changes pertaining to CMHC;
- Complete special projects and duties as assigned.

Experience:

- University degree and/or 5+ years' experience in credit underwriting commercial mortgages, including multi-unit residential mortgages;
- Formal education in finance, economics, urban land development, accounting or business administration is consider an asset;
- Knowledge of CMHC's insurance requirements – pools /securitization/COIs;
- Strong oral and written communication skills, as well as relationship management skills;
- Results-driven and possess strong organizational skills with a high attention to detail;
- Ability to tackle problems independently.

Interested, qualified candidates are invited to submit their resume directly through our website at <https://www.coastcapitalsavings.com/about-us/careers/careers-at-coast-capital>

At Coast Capital, we value diversity, equity and inclusion. We're not all the same and we like it that way. We don't just accept differences - we celebrate, support, and we thrive on them for the benefit of our

employees, our members, and our community. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills. We believe, the more inclusive we are, the better our work will be.