

## **Job description hard money sales**

The job description for a hard money sales role typically includes the following responsibilities and qualifications:

- **Responsibilities:**

- Originate and manage hard money loans, which are short-term, asset-based loans primarily secured by real estate.
- Source and cultivate relationships with real estate investors, brokers, and developers and homeowners.
- Evaluate loan applications, assess borrower qualifications, and analyze property values.
- Structure and negotiate loan terms based on risk and return.
- [Stay current with market trends, regulations, and competitors.](#)

- **Qualifications:**

- A high school diploma or equivalent; real estate, mortgage or a related field is preferred, but not required, strong ability to sell
- A understanding of real estate valuation, investment analysis, and collateral-based lending or the ability to learn quickly
- Proficiency with a computer, Adobe and Word
- Excellent sales, negotiation, and communication skills.
- Must be effective communicator

## **Compensation**

Based on “points” you sell on each loan. You paid 100% of your points, 1099 and in most cases within about 2-3 days after the loan closes.

Sorry no salary, no draughts and no advances, Please don't ask.