

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.