

FANTINI & GORGA

265 Franklin Street
Boston, MA 02110-3120

Telephone: 617-951-2600 Facsimile: 617-951-9944
www.fantinigorga.com

Professional Opportunity:

Associate Director/ Sales at Fantini & Gorga

The Firm

Fantini & Gorga (F&G), www.fantinigorga.com, a majority-owned subsidiary of Eastern Bank, is a mortgage banking and real estate investment banking firm. Founded in 1996, F&G arranges financing for owners and developers of large commercial properties located primarily within New England. The firm structures and places a wide variety of financing types including senior and junior loans, preferred equity, construction financing, joint ventures, and tax-exempt bonds. The firm also services a portfolio of loans as a correspondent for institutional lenders.

F&G provides a platform on which talented, highly motivated sales professionals can excel. The firm carries out an intense campaign of marketing, PR, and events; through these means, and because its long-built reputation, the firm has a strong competitive position in the market. Origination activities are further supported by a staff of analysts and by the resources of F&G's parent, a \$7 billion full-service banking company.

The Position

F&G is seeking a focused, results-driven sales professional, with the title of Associate Director/ Sales, to work under the direction of the firm's Managing Directors in generating leads and new business opportunities. The job involves:

- Extensive cold calling of prospects for commercial real estate financing
- Working with a Managing Director to qualify leads and sign up business.
- Working with the firm's Managing Directors and Marketing Manager to obtain calling lists, and to pre-qualify their contents in order to develop efficient and successful calling programs

The position will have sales goals including numbers of sales calls, number of qualified leads, and closed business. The closed business goal will be a minimum of 10 loans or \$25 million in the first year, and double that number thereafter.

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Required Skills

The successful candidate can:

- Undertake a disciplined, aggressive and successful sales program while representing the firm in a highly professional manner.
- Learn quickly the offering terms and selling points of various loan programs; over time, build up a useful knowledge base of the real estate capital markets to facilitate stronger origination performance.
- Analyze basic property, borrower, and financial information well enough to pre-qualify prospects.
- Collaborate with Managing Directors in developing a variety of sales pitches.
- Excel in an entrepreneurial environment with results-based compensation.
- Work as a team member to achieve the firm's production goals.

Required Experience

- Bachelor's degree and at least two years of sales experience demonstrating success in a results-driven sales environment.
- Experience marketing financial or business-to-business products.
- Specific experience in commercial real estate finance is preferred, but not required.

Contact: George J. Fantini, Chairman
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