

FANTINI & GORGA

265 Franklin Street
Boston, MA 02110-3120

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

Professional Opportunity:

Senior Origination Position 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. As correspondent for seven institutional lenders, the firm services a growing portfolio of loans (current balance \$370M). An affiliate company, Eastern Mortgage Capital, is a direct lender providing FHA-insured financing on apartments, nursing homes, and assisted living nationwide.

F&G provides a platform on which talented, highly motivated real estate finance 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 seasoned originator, with the title Managing Director (MD), who can complement to firm's current staff of five highly experienced originators to:

- Gain market share for the firm in the New England mortgage banking business through increased penetration of the borrower universe.
- Working with F&G's principals, develop and market new financial products and services that will give the firm a competitive advantage in particular sectors (transaction structures and/or property types.)

The MD will have primary responsibility for servicing a base of clients; will team with colleagues to provide services to other clients; and will devote significant energy to new business development. In addition, he or she will participate in the maintenance and development of relationships with the firm's capital sources.

Skillfully Linking Borrowers and Lenders

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Skills and Experience

- A bachelor's degree and at least ten years of professional experience in mortgage banking, real estate investment, real estate lending, or real estate investment sales. Direct experience in commercial mortgage banking would be a plus, but is not required.
- Able to originate and structure a variety of real estate finance transactions, including some (but not all) all of the following: permanent loans, mezzanine or preferred equity, joint venture investments, construction loans, equity purchases, or tax-exempt bond financing.
- Provides top-level client service and attracts repeat business.
- Able to achieve results both when individually responsible for transactions/relationships, and when working as a member of a team.
- Able to excel in an entrepreneurial environment with commission-based compensation.
- Specific experience in originating and structuring real estate mezzanine, preferred equity, or joint venture investments is preferred, but not required.

Contact: George J. Fantini, Chairman
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