



Mortgage Loan Officer (MLO)

Contact: PNC

Email: pnc@countyjobs.careers

https://ak-fairbanksnorthstar.countybuyselltrade.com/jobs/mortgage-loan-officer-mlo_jacksonville_83395

Address: 7924 Victoria Dr Ste 209, Jacksonville
Price: Check with seller

Details
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Position Overview
At PNC, our people are our greatest differentiator and competitive advantage in the markets we serve. We are all united in delivering the best experience for our customers. As a(n) Loan Officer within PNC's Mortgage organization, you will be based in Jacksonville, FL
Job Profile
Recommends loan solutions in accordance with lending guidelines and clients' requirements. Manages a portfolio of customer relationships. Seeks prospective opportunities to retain and/or develop new clients. Responsible for sales calls. Develops and prepares loan solutions and refers products and services; reviews documentation to ensure compliance. Manages customer pipeline for efficiency. Collaborates with internal and external stakeholders to complete mortgage transactions. Collects and analyzes customer financial information for multifaceted and/or complex borrowers. **Core Competencies**
Manages Risk - Basic Experience Assesses and effectively manages all of the risks associated with their business objectives and activities to ensure activities are in alignment with the bank's and unit's risk appetite and risk management framework. **Customer Focus** - Working Experience Knowledge of the values and practices that align customer needs and satisfaction as primary considerations in all business decisions, and ability to leverage that information in creating customized customer solutions. **Job Specific Competencies**
Customer Experience Management - Extensive Experience Implements the strategies and techniques used to ensure that customers have a positive experience with the organization and its products and services at every touch point. **Effective Communications** - Extensive Experience Understanding of effective communication concepts, tools and techniques; ability to effectively transmit, receive, and accurately interpret ideas, information, and needs through the application of appropriate communication behaviors. **Matrix Management** - Working Experience Ability to build and use effective working relationships within own department and across department, functional, and geographic reporting lines. **Loan Origination** - Extensive Experience Knowledge of the skills, methods and technologies used to process new loan applications; ability to perform loan origination activities while adhering to established policies and procedures. **Financial Analysis** - Extensive Experience Knowledge of and ability to read, interpret and draw accurate conclusions from financial and numerical material. **Scheduling Work and Activities** - Working Experience Knowledge of the schedule creation process; ability to develop and maintain a workable schedule to accomplish the overall goals of day-to-day operations. **SALES TASKS AND ACTIVITIES** - Extensive Experience Knowledge of and ability to effectively communicate organizational products and services. Mortgage products. - Extensive Experience Knowledge of and ability to utilize financial and



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