

## **FARMINGTON BANK**

Farmington Bank, a wholly-owned subsidiary of First Connecticut Bancorp, Inc., is a well-regarded community bank with branch offices throughout central Connecticut and now in Western Massachusetts. Established in 1851, Farmington Bank is known for its personalized customer service, diversified consumer and commercial product offerings and strong ties to the communities it serves. We're publically traded on the NASDAQ Global Market with stock symbol FBNK. Leading Farmington Bank is a seasoned team of respected banking executives.

If you want to be part of a successful, dynamic and growing organization with development opportunities, you've come to the right place!

### **RESIDENTIAL LOAN SPECIALIST – Opportunities in Branford, CT and West Springfield, MA**

#### **JOB SUMMARY:**

Solicits new business and expands the business of current customers by selling the bank's mortgage financing capability. Develops relationships with attorneys, developers, and real estate brokers to generate new mortgage business. Works closely with Retail and with Commercial Lending to generate leads and cross sell products. Originates residential loans in conformance to all policies and procedures.

#### **RESPONSIBILITIES:**

Originate residential mortgage loans conforming to all Bank policies and procedures. Provide convenient interviewer services for residential mortgage applicants, including off- site and after hour interviews.

Develops and implements business calling programs to generate mortgage business and meet sales goals. Develops relationships with diverse members of the community to promote FB's residential lending products. Develops realtor relationships and provide them with current information regarding loan products and pricing.

Respond and resolve customer requests and issues, and participate in obtaining required documents from the applicant throughout the mortgage loan process. Informs customer/applicants of processing, underwriting, and closing procedures post application; provide estimate of closing costs and all required disclosure information.

Maintains detailed knowledge of all applicable internal, regulatory and secondary market guidelines.

Appropriately refer customers and prospects to other Bank salespeople to cross-sell FB's products. Assist in training new originators.

\*. Job performance is primarily measured in generating loan production and providing quality service. Time reflects an overall perception of how duties should be exercised to achieve this goal.

#### **REQUIREMENTS:**

Bachelor's Degree or equivalent with 3-5 years related experience in Residential Lending.

Requires strong knowledge of residential loan policies and procedures as well as keeping abreast of varying products and services offered internally and externally.

Requires a strong mathematical aptitude to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume.

Must have PC computer skills including the Internet and Microsoft Office; Outlook, Word and Excel.

Applicants may apply on our website's career page: [www.farmingtonbankct.com](http://www.farmingtonbankct.com) . We will also let you know when these opportunities have been filled.

Farmington Bank is an Affirmative Action and Equal Opportunity Employer, M/F/D/V.

The Bank is dedicated to a policy of nondiscrimination in employment on any basis prohibited by applicable federal and state law. The Bank considers qualified applicants for all positions without regard to race, color, religion, gender, national origin, ancestry, age, disability, marital status, veteran status, sexual orientation, genetic information, gender identity, or any other applicable legally protected status. Further, the Bank promotes the hiring and advancement of employees who are qualified females, minorities, individuals with disabilities and veterans in accordance with applicable state and federal affirmative action laws and its affirmative action plan.