**Mortgage Loan Originator** **Employment Type:** Full-Time  
 **Location:** Nationwide  
 **Compensation:** Commission-only (outside sales position)

**About Direct Mortgage:** Direct Mortgage is a trusted name in home financing, offering a wide range of residential mortgage products. We pride ourselves on delivering outstanding service, competitive products, and expert guidance to homebuyers and homeowners nationwide. We are seeking driven and customer-focused Mortgage Loan Originators to join our dynamic sales team.

### **Position Summary:**

As a Mortgage Loan Originator (MLO) with Direct Mortgage, you will be responsible for sourcing and originating mortgage loan applications. Your role will focus on developing strong relationships with clients, referral partners, and industry professionals to generate new business. You’ll represent Direct Mortgage in a variety of settings, offering expert advice and customized loan solutions.

### **Key Responsibilities:**

**Sales & Business Development**

* Conduct outside sales activities including client meetings, cold calls, and networking with referral sources such as real estate agents, builders, and financial professionals.
* Develop and maintain a pipeline of new business through ongoing relationship management and community engagement.
* Represent Direct Mortgage at events, in-person meetings, and other social/professional settings outside of company offices.

**Client Engagement & Loan Origination**

* Assess client financial profiles and recommend appropriate mortgage products.
* Present loan options clearly and advise clients on risks, benefits, and overall loan suitability based on individual circumstances.
* Guide clients through the loan application process from start to finish, ensuring a smooth and positive experience.

### **Qualifications:**

* High school diploma or equivalent required.
* Minimum 1 year of experience as a Mortgage Loan Originator at a mortgage lender, bank, or financial institution.
* Proven success in generating both refinance and purchase loans.
* Solid understanding of mortgage lending guidelines including FHA, VA, USDA, FNMA, and FHLMC.
* Strong sales and relationship-building skills with a proactive, client-first approach.
* Working knowledge of federal real estate lending regulations and Fair Lending practices.
* Must possess an active NMLS license.