

Accelerate your **success.**

Debt Advisor

Apply

 Winnipeg, Manitoba, Canada

 Posted 23 Days Ago

 JR9420

Make your next move an expert one.

At Colliers it's not our success that sets us apart, it's how we achieve it. Our people are passionate, take ownership and always do what's right for our clients, people and communities.

Why Colliers?

Our enterprising environment needs your expertise to facilitate Colliers' continued growth as an industry leader. Our nimble, decentralized culture can provide you with a wealth of opportunities to learn about our business and quickly gain experience to accelerate your career.

Who you are

As the Advisor - Real Estate Finance, you will be accountable to directly generate new sales opportunities and assist in collaborating with Colliers International Real Estate Agents. You will develop an effective internal and external network for acquiring successful prospects and to co-ordinate the client relationship for further revenue generation. You will provide high level sales coverage to the market primarily for Real Estate lending while alert for opportunities for other Partners within Colliers.

This role will apply effective and professional consultative sales and business development principles, practices and techniques to ensure the identification, negotiation, structuring and provision of the initial underwriting for unique, complex business transactions, ensuring credit decisions and recommendations in accordance with the financial lenders.

What you bring

- 3+ years Commercial Lending (specializing in Real Estate Financing)
- Advanced skills in: business and financial acumen, business valuation, negotiation, conflict management & resolution, problem solving, relationship management, risk management, sales & service processes - including business development, strategic business planning.
- Familiar with the assigned market and remain current with short- and medium-term business and economic trends/forecasts in the Real Estate industry.
- Excellent interpersonal, communication and presentation skills

Bonus Skills

- Mortgage License and/or working towards a Mortgage Broker License preferred

What success looks like

- Ability to think strategically to connect internal and external clients across the larger Colliers business
- Demonstrated success investing in relationships and collaborating with colleagues across the greater business to achieve success
- Being on 100% commission excites you; earning potential is limitless!

#LI-LH1

#LI-Onsite

Make your next move an expert one and *join us* as we lead the industry into the future.

Applicants must be currently authorized to work in Canada on a full-time basis. The employer will not sponsor applicants for work visas.

Direct applicants only please, no agencies.

Colliers is an equal opportunity employer and values diversity in its workforce. Colliers encourages applications from all qualified individuals and will accommodate applicants' disability-related needs, up to the point of undue hardship, throughout all stages of the recruitment and selection process. If you require a disability-related accommodation in order to participate in the recruitment process, please contact the recruitment team by email at careers@colliers.com.

About Us



We are enterprising.