

**STATE BANK OF INDIA (CALIFORNIA)**

HEAD OFFICE
707 WILSHIRE BOULEVARD STE. 1995
LOS ANGELES CA 90017-3587

State Bank of India (California) Job Posting***SBIC IS SEEKING A CANDIDATE TO JOIN OUR
TEAM OF TOP PERFORMERS!***

State Bank of India (California) is a growing bank with 9 retail branches across California and one in Washington, D.C. SBIC is seeking a Mortgage Lending Manager who will lead the build out and ongoing day to day operations of SBIC's Mortgage Lending Department. We are looking for a Mortgage Lending Manager to play a key role in the development and implementation of new lending products as well as provide input in the budgeting and planning process. Areas of responsibility will include loan packaging, processing, underwriting, funding and QC. Assist with sale of loans to GSEs and with the selection and optimization of software to support the Mortgage Lending operation.

Job Title:	Mortgage Lending Manager	Job Category:	Exempt
Department/Group:		Job Code/ Req#:	
Location:	(Downtown) Los Angeles, CA	Travel Required:	Up to 10%
Level/Salary Range:	DOE	Position Type:	FTE
HR Contact:	Chaleeta Arender	Date posted:	12/23/12
Will Train Applicant(s):		Posting Expires:	1/4/12

Applications Accepted By:

E-mail: careers@sbical.com Subject Line: Mortgage Lending Mgr	Online www.careerbuilder.com www.sbical.com/careers
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Duties:

- Hire, manage and train department staff
- In collaboration with internal and external parties, ensure Mortgage Lending Dept. compliance with all State and Federal regulatory and legal requirements
- Oversee and participate as needed in Origination, Processing and Underwriting functions including: interview mortgage and real estate loan applicants, analyze mortgage and real estate loan applications, issue pre-qualifications and/or approvals, preparation of closing packages, close loans, audit files, work with mortgage servicing and escrow companies as needed.
- Maintain active registration as an MLO in accordance with the S.A.F.E Act
- Define, track and measure department key performance indicators. Monitor departments adherence to established deadlines and performance goals
- Maintain detailed knowledge and hands-on experience with all aspects of the Mortgage Lending process
- Maintain current knowledge of all regulatory and compliance matters that affect the Mortgage Lending process
- Participate as needed in the sale of mortgage loans on the secondary market
- Monitor rates and pricing for mortgage loans to ensure Bank's competitiveness with local markets



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- Develop and maintain strong working relationships with brokers, realtors, builders and other external parties as needed to enhance Bank's performance in mortgage lending
- Maintain lending notification compliance with applicable mortgage laws and policies
- Adhere to HMDA requirements; prepare documents, reports and correspondence

Skills/Qualifications:

- High school diploma/GED required; Undergraduate degree in Business, or equivalent experience preferred
- Proven experience in leading, managing, motivating and retaining a Retail Mortgage sales force
- 5 -10 years of management experience with proven experience in growing Retail Mortgage business in different economic cycles and achieving sales targets
- Knowledge of the US mortgage industry and competitive environment - or ability to learn quickly
- Proven ability to identify key customer needs and to develop programs, processes or products that meet those needs
- Strong negotiator and solid management skills
- Team player with demonstrated ability to work with all levels of internal and external management.
- Good communication and presentation skills.
- Strong analytical and organizational skills with the ability to multi task and prioritize effectively
- Process orientated, results driven
- Ability to lead and manage a diverse sales force, using multiple channels with a diverse client population.

SBIC Competitive Benefits Package

- ***Excellent Pay and Vacation/Sick Leave***
- ***Medical, Dental, Vision & Life Insurance – for you and your family – paid 100% by SBIC***
- ***Generous 401(k)***
- ***Bonus Eligibility***
- ***Opportunity to work for a growing Bank!***

State Bank of India (California) is a growing bank that was established in 1982 as a California State Chartered Subsidiary of State Bank of India (India). State Bank of India (the parent bank to SBIC) is the largest commercial bank in India in terms of assets, deposits, branches and employees.

For more information about SBIC, please visit: www.sbical.com.

Please submit your resume to Chaleeta Arender (Manager, Human Resources).

Email: careers@sbical.com

Posting Deadline is 1/4/2012

Please check out our website: www.sbical.com for additional information about our Bank!

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