



## National Sales Executive

### About OptiFunder

OptiFunder is the pioneer of the Warehouse Lending Management System for mortgage originators. We provide a portfolio of technology solutions to non-bank mortgage originating institutions to help lenders originate more loans, reduce origination costs, and increase operational efficiency across the mortgage lifecycle. By joining OptiFunder, you'll become part of a forward-thinking company that is transforming the way our customers embrace technology to enhance their business and the bottom line. One of the fastest growing fintech companies, we offer the excitement of a rapidly growing technology disruptor with the stability of a seasoned management team and some of the brightest minds in mortgage banking and best talent around. Visit [www.OptiFunder.com](http://www.OptiFunder.com) to learn more.

### The Role

Our company is growing fast! We are looking to add a seasoned **Sales Executive** to support our national sales effort as we continue to scale.

### In this role, you will:

- Own the full sales cycle from lead to close for new client acquisition
- Achieve and exceed sales quota through outbound sales efforts
- Establish, draw upon and foster lasting relationships for OptiFunder with senior executives and decision-makers
- Navigate key decision makers to build OptiFunder awareness within independent mortgage banking organizations
- Collaborate and work with different members of the OptiFunder Accounts team (Support Manager, Customer Success Manager, Leadership, etc.) to build strategic adoption plans for customers
- Prepare and educate customers on new features and releases

### What you bring:

- 5+ years selling to C-Suite Executives in the mortgage banking space, or manage a portfolio of warehouse lines of credit. (Additional candidates considered with national contacts and the energy to sell a fast-growing technology solution for independent mortgage bankers)
- Ability to develop senior level relationships quickly and effectively
- Relevant sales experience, preferably in a warehouse lending, mortgage banking, Fintech or SaaS organization
- Experience managing a pipeline and closing large contracts
- Excellent communication skills both with customers and within an organization
- Demonstrated negotiation and closing skills
- Consistent track record of navigating within large and mid-market organizations



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- Strong grasp of and interest in technical concepts, business processes, optimization, and data analysis.
- An active interest in increasing customer satisfaction and deepening customer relationships
- Bachelor's degree required

## Travel Requirements

This position can be remote and may travel 1-2x monthly to industry conferences, prospect meetings or company headquarters in St. Louis.

## What you get:

- A fast-paced and collaborative environment
- Medical, dental and vision coverage
- 401(k) plan with company matching
- Generous PTO policy
- Salary plus performance-based bonuses
- Remote first culture

Location: Open

Job Type: Full-time

**Equal Employment Opportunities at OptiFunder:** OptiFunder is committed to hiring talented and qualified individuals with diverse backgrounds for all of its tech, non-tech, and leadership roles. OptiFunder provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age or disability.