

Shop Your Loan LLC

<https://shopyourloan.com/job/commercial-finance-director/>

Job Description

We are seeking a visionary and results-oriented **Commercial Lending Director** to lead our **Financial Services Division**, with a core focus on **Real Estate Lending**. This senior leadership role will be responsible for driving revenue growth, scaling commercial lending operations, and maintaining full regulatory compliance.

The ideal candidate will bring a blend of strategic insight, deep industry knowledge, and hands-on leadership to drive operational excellence and market expansion in a highly competitive landscape.

Key Responsibilities

- **Strategic Leadership:**
Design and implement forward-thinking business strategies to grow market share, enhance profitability, and optimize internal operations.
- **Loan Origination Oversight:**
Lead the entire loan origination lifecycle, ensuring compliance with **TILA** and all lending regulations.
- **Stakeholder Engagement:**
Build and maintain relationships with clients, partners, regulators, and internal teams to support business initiatives and long-term success.
- **Financial Performance & Analysis:**
Utilize data analytics and financial tools to assess division performance, forecast growth, and guide key decisions.
- **Team Leadership & Development:**
Recruit, mentor, and manage a high-performing team across multiple functions, fostering a culture of excellence and accountability.
- **Market Intelligence:**
Monitor industry trends, market conditions, and competitor activity to inform strategic pivots and uncover new opportunities.
- **Compliance & Risk Management:**
Ensure alignment with legal, regulatory, and internal policy requirements while promoting a client-centric, ethical lending environment.

Required Credentials

- **Licensure:**
Must hold one of the following:
 - Commercial Realtor License
 - Broker's License with a focus on commercial real estate and finance
 - Employment with a bank, credit union, or traditional real estate brokerage with commercial deal expertise

Qualifications & Skills

- **Experience:**
Minimum **7+ years** in the financial services sector with direct, hands-on experience in **commercial lending**, real estate finance, or mortgage operations.
- **Loan Origination Expertise:**
Strong understanding of loan structuring, underwriting, and origination

Commercial Finance Director

Employment Type

Full-time, Exempt

Department

Commercial Mortgage Lending

Reports to

Chief Executive Officer (CEO) / Executive Director

Base Salary

\$ 225,000 - \$ 300,000

Job Location

Hurst, TX 76053, United States of America

Date posted

September 16, 2025

processes; prior experience as a loan officer is preferred.

- **Regulatory Compliance:**
Solid grasp of **Truth in Lending Act (TILA)** and commercial lending regulatory frameworks.
- **Technical Proficiency:**
Skilled in CRM systems, loan origination platforms, financial modeling, and data analytics.
- **Leadership:**
Proven track record of building and leading high-performing, cross-functional teams.
- **Analytical Thinking:**
Excellent financial acumen and data-driven decision-making capabilities.
- **Communication:**
Outstanding interpersonal, presentation, and negotiation skills, with the ability to influence at all levels of the organization.

To Apply

Send a cover letter with your resume to recruiting@shopyourloan.com

Why Join Us?

- This is more than a leadership role—it's an opportunity to shape the future of a growing, forward-thinking financial services division. You'll work alongside a progressive executive team in a collaborative, entrepreneurial environment that rewards **innovation, ownership, and results**.
- If you're ready to bring bold ideas and strong leadership to a role where your impact truly matters—**we want to hear from you**.