

Shop Your Loan LLC

<https://shopyourloan.com/job/mortgage-lending-director/>

Job Description

We are seeking an experienced and strategic **Mortgage Lending Director** to lead our lending operations, drive growth, and ensure compliance across our mortgage division. This role will oversee loan origination, underwriting, processing, and closing activities while developing business strategies to expand market share and enhance customer experience. The ideal candidate will combine strong leadership skills with deep knowledge of mortgage products, regulations, and lending practices.

Key Responsibilities

- Provide strategic leadership and direction for the mortgage lending division, ensuring alignment with company goals.
- Oversee all aspects of the mortgage lending process, including origination, underwriting, processing, closing, and servicing.
- Develop and implement business strategies to grow mortgage loan volume, expand market presence, and increase profitability.
- Lead, mentor, and manage mortgage lending teams, setting performance goals and promoting professional development.
- Monitor and ensure compliance with federal, state, and local lending regulations, as well as internal policies.
- Collaborate with executive leadership to create lending policies, procedures, and risk management frameworks.
- Establish and maintain strong relationships with real estate professionals, builders, financial advisors, and other referral partners.
- Evaluate loan products, pricing, and services to maintain competitiveness in the market.
- Track and report on key performance metrics, market trends, and portfolio performance.

Drive a customer-focused culture by ensuring an excellent borrower experience throughout the lending process.

Qualifications

- Bachelor's degree in Finance, Business Administration, or related field (Master's degree preferred).
- 8+ years of experience in mortgage lending, with at least 3-5 years in a leadership or director-level role.
- In-depth knowledge of mortgage products, underwriting guidelines, secondary markets, and regulatory requirements.
- Proven track record of achieving loan growth, operational efficiency, and profitability targets.
- Strong leadership, team-building, and people management skills.
- Excellent communication, negotiation, and relationship management abilities.
- Proficiency with mortgage loan origination systems (LOS), compliance tools, and financial software.
- NMLS license or eligibility preferred.

Mortgage Lending Director

Employment Type

Full-time, Exempt

Department

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

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**.