



Secondary Market Manager

Who We Are:

Renovo Financial is a Chicago-based business-purpose mortgage originator and servicer. Renovo was founded in 2011 and in the past 24 months has expanded from Chicago to de novo offices in other major MSAs across the country, including Boston, New York, Dallas, and Miami. Having previously been recognized by Crain's as one of the Top 50 fastest growing companies in Chicago (2017-2018), and backed by a group of prominent institutional investors, Renovo is currently on a trajectory to increase growth by over 200% in 2021.

The Position:

As the Secondary Market Manager ("Manager"), you will play a central role in Renovo's loan funding and secondary market activities. The Manager will develop a deep understanding of Renovo's business-purpose mortgage product guidelines and pricing mechanics in order to facilitate daily transaction execution as well as product and go-to-market strategy. The Manager will interface daily with Renovo's senior leadership (e.g. CFO, Head of Capital Markets, Head of Lending) and externally with investors in the business-purpose space. This position is for energetic, motivated, and entrepreneurial mortgage finance professionals who are eager to join a rapidly growing team and shape the future of the organization in a positive and fulfilling way.

Key Responsibilities:

- Become an expert in Renovo's product guidelines / pricing structure and collaborate cross-functionally (i.e. with the lending, credit, finance teams) in a dynamic and rapidly-evolving environment
- Report to Renovo's senior leadership on credit/pricing trends within the business-purpose secondary market
- Continuously analyze and benchmark peers' lending guidelines and pricing strategies
- Regularly update and communicate changes to internal pricing and loan structuring tools
- Manage loan-level exceptions and monthly pipelines with secondary market participants
- Coordinate with the CFO and Head of Capital Markets on execution activities including rate locking, trade settlements, and reporting
- Gather and analyze investor bids to determine and recommend profit maximizing alternatives
- Perform and present (in dashboards and graphic format) detailed analytics on Renovo's capital markets activities
- Prepare weekly and monthly pricing and credit exception reports and dashboards

Position Requirements:

- B.A. / B.S. from an accredited four-year college/university. Degree in Finance is preferred, but not required
- 5-8 years of mortgage finance / secondary marketing experience
- Crisp and self-assured verbal communication skills, executive presence and poise
- Confidence infused with humility and the desire to continue learning and growing as a professional
- Unimpeachable honesty and ethics

Additional Details:

- Currently operating in a "hybrid" return-to-work model (2-3 days / week in the office), local candidates in Chicago strongly preferred
- Competitive compensation
- Reports to Head of Capital Markets