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ATB Financial™

Managing Director, Commercial Mortgages,
CMHC & Securitization

Location: Edmonton or Calgary

The Organization

At ATB Financial, we put people first. We've been doing it for more than 80 years. In that time, we've grown and changed from one small Treasury Branch to become the largest Alberta-based financial institution. Along the way, we've transformed people's understanding of what banking can—and should—make possible. With \$56.6 billion in assets, ATB Financial is an Alberta-built financial institution that is a catalyst for economic growth. And we're just getting started, www.atb.com.

Today, more than 5,000 team members serve over 777,000 customers through a network of more than 300 locations across Alberta. We're invested in their success because it's our success too. We're proud of what we do and how we do it. And we're especially proud of the people who help us do it.

In 2021, on the heels of ATB being recognized as the #3 best place to work in the country, ATB Financial was named one of Canada's Great Places to Work for Mental Wellness. For the past few years, we've enjoyed being recognized as a top 3 employer by Great Place to Work Canada. In the past, we have also been recognized amongst:

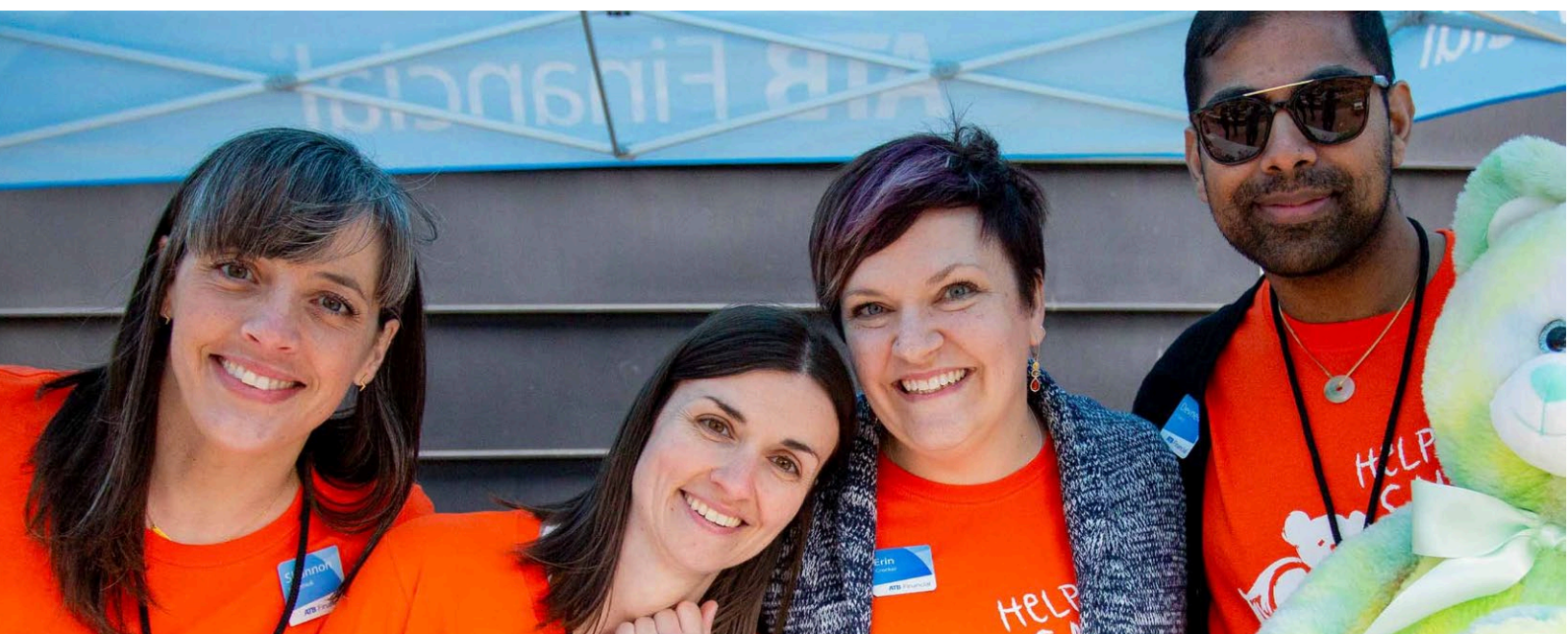
Best Workplaces™ for Giving Back
Best Workplaces™ for Inclusion
Best Workplaces™ for Women

Best Workplaces™ for Mental Wellness
Best Workplaces™ in Financial Services and Insurance
Best Workplaces™ for Millennials and Best Workplaces in Alberta (2019)

Diversity, Inclusion and Belonging (D&I)

ATB is committed to advancing critically important diversity, inclusion and reconciliation practices. The four pillars of ATB's D&I strategy focus on:

- Culture and awareness
- Inclusive talent systems
- Inclusive leadership skills
- D&I organizational enablement



The Role

In this newly created role reporting to the Head, Real Estate you will be responsible for **standing up a new business** for ATB Financial by, first, creating a uniform commercial mortgage product ready for the Commercial Mortgage-Backed Securities (CMBS) markets. You will coordinate all internal and external relationships to ensure that all aspects of the commercial mortgage initiative are effectively managed - including aiding in the underwriting, structuring, and aggregation of mortgage loans to maximize execution on securitization.

The **Managing Director** will:

- Lead our CMHC initiatives & become the Bank's entry point of contact for CMHC and all its initiatives relating to the commercial market. Effectively communicating policies and procedures in this market on a bank wide basis.
- Garnering greater market share in the financing of CMHC insured commercial assets.
- Lead our out of province lending strategy and, lastly, lead Bank wide initiatives and policy relating to our broker network relationships.
- Create and build a team of originators whose mandate it will be to originate all commercial mortgage business bank wide.

Responsibilities

- Create a uniform commercial mortgage product by standardizing the underwriting and collateral security process for each mortgage.
- Develop an internal full sales cycle beginning with origination, approval and processing of all commercial mortgages working closely with operations, credit risk management & external/internal counsel in developing appropriate policies, procedures & collateralization of commercial mortgages.
- Working closely with ATB Capital Markets, creates a warehouse of securitizable (CMBS) & CMHC uniform commercial mortgages ready for securitization by ATB Capital Markets.
- Provide complex analysis and recommendations required to facilitate deal execution to MD Real estate Lending to maximize individual loan / pool profitability
- Ensures information provided to all of the key partners, including law firms, rating agencies, investors, capital markets are complete and correct so that deals will be completed in a timely manner
- Liaise with ATB's servicing team to ensure that accurate and timely transfer of new loans from origination team to servicing team occur making certain that transactions will close as scheduled
- Structure and underwrite large loans/single-asset/large portfolio transactions with specific emphasis on: 1) obtaining "shadow ratings" from rating agencies; 2) negotiating "B-note" agreements on A/B structures to create new pool of asset backed securities that is critical for ATB to attain top market share for securitized mortgage origination.



- Make recommendations of which rating agencies will be chosen for the deal, based on overall subordination levels, the levels at the lower credit classes of the deal, pricing fees and timelines
- Collaborates with external Law firms both in Canada and the United States to ensure that all security documentation is created for each deal to allow for the CMBS bonds to be sold to accredited investors in both countries. Making sure that the deal meets all required security legislation requirements.
- Advancing our CMHC market expertise in both term take out and construction including the underwriting of COI(s).
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Qualifications

Education

- University degree in business, finance or a related discipline. Postgraduate degree, CFA, or equivalent

Experience and skills

- Minimum 5 years of Capital Market experience in a structured finance product environment
- Minimum 5 years of experience managing a commercial mortgage asset pool at a major Financial Institution.
- Proven experience in securitization markets and techniques
- Advanced commercial mortgage underwriting and documentation skills and strong knowledge of commercial mortgage credit risk
- Advanced knowledge of commercial real estate markets in either Canada and/or US
- Strong familiarity with securities laws and regulations
- Advanced knowledge in CMHC underwriting.
- Well-developed network of industry, business and government relationships
- Strong research and business analysis skills
- Leadership and influencing skills; excellent connector, listener, negotiator, strong ability to build trust
- Strong professional communication skills including direct experience with public presentations, technical writing, social media and communications planning
- Exceptional leadership skills including tact, diplomacy, discretion and sound judgement
- Takes initiative and works positively and effectively to manage multiple priorities



Putting people first is the ATB way.

To Apply

This is an exciting leadership role that offers a unique opportunity to set strategic direction and execute on one of ATB's high-profile initiatives. To apply, please submit a compelling cover letter and resume directly to Leaders International at Calgary@leadersinternational.com outlining your interest, qualifications, and experience.

Allan Nelson | Partner
Leaders International
Calgary, Alberta

Shalini Bhatti | Principal
Leaders International
Calgary, Alberta