franc&co

9/28/2026

Business Development Originator – Real Estate Lending & Brokerage

Franc & Co | Toronto, ON (with presence and licensing in BC and Alberta)

About Franc & Co

Franc & Co is a boutique commercial real estate brokerage and advisory firm delivering bespoke financing solutions for developers, lenders, and investors. With offices in Toronto and Vancouver, we operate with a specialized, one-on-one approach — structuring made-to-measure debt and equity solutions for complex commercial real estate transactions. Our team brings deep expertise, high standards, and an entrepreneurial culture to every mandate. Our relationships with lenders and investors are well-established and expansive across Canada.

The Opportunity

We are looking for a driven, well-networked Business Development Originator to join our growing team. This is a intermediate/senior origination role focused on sourcing and closing commercial real estate financing mandates across Canada. You will work directly with the Principal Broker and senior leadership to build relationships with developers, investors, and lenders, and convert those relationships into transactions.

This role suits someone who thrives in a high-performance boutique environment, is deeply embedded in the Canadian commercial real estate lending market and can operate with minimal hand-holding while enjoying a collaborative and accountable environment.

Key Responsibilities

- Proactively originate new commercial real estate financing mandates, including construction loans, land servicing loans, bridge financing, term loans, and mezzanine loans
- Build and maintain a robust pipeline of borrower relationships — developers, builders, REITs, private investors, and family offices
- Cultivate and expand relationships with institutional lenders, private lenders, credit unions, banks, and alternative capital providers
- Structure financing solutions in collaboration with the advisory team, tailoring debt and equity solutions to each client's needs
- Prepare and present financing proposals, term sheets, and credit packages to clients and lenders
- Represent Franc & Co at industry events, conferences, and in the broader commercial real estate community

- Stay current on market conditions, lender appetites, rate environments, and deal flow trends across Canada
- Maintain accurate deal tracking and CRM reporting throughout the origination and closing cycle

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Qualifications

Required

- 5+ years of experience in commercial real estate lending, mortgage brokerage, or real estate finance origination
- Demonstrated track record of closing commercial real estate financing transactions (construction, bridge, term, or mezzanine)
- Existing relationships with developers, investors, and/or institutional/private lenders in Canada
- Strong understanding of commercial real estate underwriting, deal structures, and capital markets
- Active FSRA Mortgage Agent or Broker License (Level 1 or 2)
- Exceptional communication, negotiation, and relationship management skills

Preferred

- Experience with land servicing, construction, or development financing
- Prior experience at a mortgage brokerage, investment bank, private lender, or real estate advisory firm
- Undergraduate degree in Finance, Business, Real Estate, or exceptional experience in a related field

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What We Offer

- Competitive compensation structure including industry leading co-brokerage splits (commensurate with experience and book of business)
- Health benefits program
- A collaborative, entrepreneurial environment where your contributions have direct visibility and impact
- Access to a curated lender network and a strong deal origination platform
- The Franc & Co brand, reputation, and track record to open doors
- Offices in Toronto and Vancouver with flexibility for remote and hybrid work

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How to Apply

Qualified candidates are invited to reach out directly or submit a resume and a brief note on relevant experience to info@francandco.com. Only candidates with demonstrated origination experience in commercial real estate lending will be considered and contacted.

Franc & Co
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