

First Community Credit Union

JOB POSTING

POSITION TITLE: Ag/Commercial Loan Officer

POSITION SUMMARY

Solicit, develop and manage relationships with members and prospective members. Originate, underwrite and close secured and unsecured agricultural and/or commercial loans, moderately complex in nature, in accordance with established lending objectives and in compliance with Credit Union policies, procedures and regulatory requirements.

ESSENTIAL DUTIES AND RESPONSIBILITIES

1. Enthusiastically support the Credit Union's focus on member sales and service. Establish and build relationships with members, providing advice and financial expertise. Seek out sales and cross-sell opportunities and make referrals to business partners to generate new business and deepen existing relationships.
 2. Consistently meet or exceed individual and branch sales goals to support overall Credit Union financial goals.
 3. Conduct interviews with existing and prospective members for agricultural and commercial loans to include loans for operating, machinery, livestock, farm real estate, commercial and commercial real estate. Determine member financing objectives and inform members of product and pricing policies and guidelines.
 4. Gather and evaluate background information on loan applicants, including current and historical balance sheets and income and expense records, credit bureau reports; verifying debts and assets and completing analysis of projected income and expense and debt service. Input financial information in WebEquity.
 5. Identify risks and weaknesses in transactions and find ways to mitigate risks. Recommend and outline terms of loan and determine collateral needs and payment plan; determine eligibility of loan, obtaining approval from assigned manager and/or loan committee and notifying member of loan decision.
 6. Partner with appropriate resources to complete loan documents and disburse loans when approved. Direct and participate in the closing of member's loan agreements ensuring that all required closing documents are prepared and processed accurately.
 7. Service, monitor and review loan portfolio on a regular and continuing basis. Work with manager to ensure compliance, proper loan rating, timely past due management and problem loan detection. Initiate appropriate corrective action, as necessary.
 8. Keep abreast of market conditions, new developments and industry trends. Engage in business development activities and solicitation of new business in order to achieve annual deposit and loan growth goals.
-

EDUCATIONAL/EXPERIENCE REQUIREMENTS

EDUCATION/CERTIFICATION:

- Bachelor's degree in business, finance, economics, agriculture, or a related field from an accredited college or university.

EXPERIENCE REQUIRED:

- Two to five years of experience in lending, credit, or collections of agricultural and/or commercial loans.
- Working knowledge of financial accounting with the ability to spread and analyze financial statements, cash flows and tax returns from companies (including farms and agricultural related) and individuals.
- Two years' experience in sales or promoting products and services.