



Job Posting

Title: Senior Commercial Loan Officer
Location: White River Junction, VT (other office locations may be considered)

The Senior Commercial Loan Officer will manage and grow an existing portfolio of large and complex loans by extending sound credit, including loan origination, financial analysis, servicing, and collecting commercial loans.

Principal Accountabilities/Essential Job Functions:

- **Lending:** Extend sound credit through analysis of economic factors. Excellent credit and business analysis skills are required.
- **Loan Servicing:** Maintain a high level of credit administration. Minimize losses by means of sound and timely servicing and collection efforts.
- **Financial Services:** Promote Association offered financially related services including record keeping, tax preparation, payroll services, leasing, fee appraisals, crop insurance and credit life insurance.
- **Marketing:** Increase business by means of superior customer service, cross-selling, prospecting, and promotional activities. Background in business development is preferred. Contribute to the Association's member and public relations activities. Contribute to an Association image of excellence by way of prompt delivery of high quality service and current knowledge of agriculture, agribusiness, and agricultural organizations.
- **Customer Service:** The application of skillful human relationship techniques in dealing with customers, potential customers, and the public is required.
- **Teamwork:** Assist Branch and Association in meeting goals and objectives through effective teamwork and cooperation. Provide backup to other loan officers and credit analysts. Promote open and constructive communications and the attitude of "What can I do to help you?"

Essential Requirements/Qualifications:

- Bachelor's degree in accounting, business, agricultural economics or a related field, or applicable experience
- Lending experience of 5 years preferred
- Motivated, self-starter with successful track record in business development and strong communication and people skills
- Knowledge of large commercial and capital market lending practices
- Strong computer skills, including Moody's Risk Analyst
- Ability to comprehend accountant prepared financial statements and analyze complex business models

To be considered for this position, please send a cover letter and resume to: Ruchel St. Hilaire, Yankee Farm Credit, 289 Hurricane Lane, Suite 102, Williston, VT 05495 or e-mail it to Ruchel@yankeeaca.com.

Yankee Farm Credit offers a full, progressive benefits package. Yankee Farm Credit is an equal employment opportunity employer, disabled and veterans.