

## Commercial Loan Officer The Progress Fund

Are you ready to use your commercial lending skills in a new and interesting way? If you're looking for a career where you can help small business owners, we want to hear from you. We need a commercial lender that knows how to underwrite in the traditional sense, but has the ability to think outside the box.

Our main office is located in Greensburg, PA with a new office opening in Pittsburgh, PA.

We work with new and expanding businesses in the growing tourism industry in and around Pittsburgh, Pennsylvania. Our service area includes 40 counties in Pennsylvania, 3 counties in western Maryland, and all of West Virginia. Our borrowers are restaurants, small hotels, B&Bs, campgrounds, wineries, rafting companies, bicycle shops, outdoor sports retailers, golf courses, manufacturers and more. Most banks can't help these businesses, but we have a proven track-record of success in financing this exciting industry. Visit our website [www.progressfund.org](http://www.progressfund.org) to learn more.

### **Responsibilities:**

#### **Business Development**

The Progress Fund (TPF) relies on existing referral sources and periodic marketing to connect with its potential customers. In addition, the Commercial Loan Officer must identify and reach-out to other potential clients that might need loans to expand their operations or start new ventures. Specific duties include:

- Follow-up on "leads" and "inquiries" generated from TPF's promotional efforts, numerous referral sources, and existing client base
- Identify and reach-out to existing businesses that have potential for expansion
- Provide technical assistance to assure that prospective borrowers have realistic plans and refer them to specialists or probe the plan to assure the borrower has covered potential contingencies
- Visit prospective borrowers at their place of business
- Make presentations to various business groups
- Maintain weekly communications with prospective borrowers from initial contact through loan closing

#### **Credit Analysis**

The Commercial Loan Officer underwrites the loan and presents the loan to TPF's Loan Committee. Specific duties include:

- Prequalify borrowers for financial strength, commercial viability, and the job creation goals of our organization
- Analyze prospective borrower's financial information including income statements, balance sheet and cash flow statements

- Determines the viability and the cash flow of the business for loans ranging from \$25,000 to \$1,000,000
- When advantageous to The Progress Fund:
  - Propose and negotiate financial packages with other lenders including commercial banks and economic development practitioners
  - Prepare loan applications for borrowers to access Pennsylvania's various business loan programs
  - Prepare loan guarantee applications to government agencies including Pennsylvania's First Industries Guarantee Program and the SBA
- Present proposed loans to an internal Loan Committee after performing full due diligence and underwriting

### **Loan closing and long-term oversight**

The Commercial Loan Officer assures that all terms and conditions are met and documented to the protection of TPF. Following duties include:

- Maintain periodic communications with clients to monitor the financial health of the borrower and their needs for future borrowing
- If the loan becomes distressed, be the point of contact for necessary communications and collection actions by TPF

### **Qualifications:**

Applicants should meet the following qualifications:

- Bachelor's Degree or equivalent related business experience
- Three or more years of experience in small business lending, business finance or economic development in either the private sector or a nonprofit organization
- Knowledge of the financial issues facing small businesses and appreciation for the opportunity to help entrepreneurs that are the clients of TPF
- Problem solver with a positive and open-minded attitude
- Approachable and responsive personality
- Able to work independently
- Accountable to work deadlines while coordinating tasks with other staff
- Excellent organizational skills, attention to detail and follow through
- Strong written and verbal skills
- Comfortable with modern office technology
- Ability to travel occasionally overnight, position requires personal vehicle

### **Compensation:**

TPF will offer a competitive salary based on experience and skills, as well as an excellent benefits package including health benefits, 401(k) savings plan with employer match, annual and sick leave.

**How to Apply:**

Please mail or email resume with cover letter and salary requirement to:

Human Resources

The Progress Fund

425 W. Pittsburgh Street

Greensburg, PA 15601

[kpost@progressfund.org](mailto:kpost@progressfund.org)

The Progress Fund is an Equal Opportunity Employer. TPF does not discriminate in hiring or employment practices on the basis of race, color, religion, gender, age, sexual orientation, marital or familial status, national origin, non-job related disability, or status as a veteran.