JD For Commercial Loan Officer

Job Title: Commercial Loan Officer
Company: [Company Name]
Location: [City, State]

Job Description:

The Commercial Loan Officer is responsible for identifying, developing, and maintaining commercial loan business for the bank, as well as providing exceptional customer service to existing commercial loan customers. The Commercial Loan Officer will originate and underwrite commercial loan requests, including analyzing financial statements, credit reports, and other relevant information. They will also manage the loan process from application to closing, including working with customers to gather necessary documentation and ensuring compliance with all loan regulations.

Key Responsibilities:

- Act as the primary point of contact for commercial loan customers, including both new and existing clients.
- Originate and underwrite commercial loan requests, including analyzing financial statements, credit reports, and other relevant information.
- Evaluate the creditworthiness of potential borrowers and assess the risk of loan defaults.
- Manage the loan process from application to closing, including working with customers to gather necessary documentation and ensuring compliance with all loan regulations.
- Provide guidance and advice to customers on loan options and terms, and negotiate loan structures that meet both the customer's needs and the bank's risk and profitability requirements.
- Continuously monitor market trends and changes in the banking industry to ensure customers are provided with current and relevant advice.
- Maintains a pipeline of loans in process to ensure timely closing of loans.
- Continuously build and maintain relationships with customers and referral sources.
- Collaborates with other departments to improve overall business performance and identify areas for cost savings and revenue growth.

Competency Requirements:

- Strong knowledge of commercial lending products, policies, procedures and regulations.
- Strong analytical and problem-solving skills.
- Proven ability to work independently and meet deadlines.
- Strong attention to detail and ability to maintain accurate records
- Excellent communication and interpersonal skills.
- Proven ability to develop and maintain customer relationships.

Qualifications:

- Bachelor's degree in finance, economics, or related field is required.
- Minimum of 3-5 years of experience in commercial lending or a related field
- Strong computer skills, including proficiency in financial planning software and Microsoft Office Suite.
- Must have or be able to obtain and maintain appropriate licenses as required by the company.
- Experience in credit analysis and underwriting of commercial loans is a plus.
- Strong sales and negotiation skills.
- Strong understanding of local market dynamics and industry trends.