



POSITION OPENING

Position: Relationship Manager

Location: Fresno or Madera, CA

Areas of Responsibility:

Under the direction of the Director of Relationship Management, this position is responsible for developing new business and maintaining and servicing a loan portfolio of both commercial and mortgage loans. Responsibilities include:

Customer Prospecting and Marketing

- Engage in community networking to identify potential customers, attending and representing the organization at events, seminars, and conferences.
- Cross-sell leasing and cash management services and actively participate in local community organizations.

New Loan Generation

- Proactively contact both current and prospective customers to understand their needs and promote the Association's financial products and services.
- Gather financial information from customers and collaborate with the Credit department to evaluate and assess it.
- Assess customer operations based on financial and operational data.
- Approve loans within assigned authority and prepare loan proposals for the loan committee when beyond authority limits.
- Communicate lending decisions to customers.

Portfolio Management

- Monitor and manage customer loan portfolios, including refinancing and risk rating adjustments.
- Address and collect on delinquent accounts, developing resolution plans.
- Maintain and enhance customer relationships through regular contact and personalized service.
- Develop and implement tailored loan servicing and marketing strategies for customers.

Knowledge, Skills, and Abilities:

- Broad knowledge of agriculture.
- The ability to prioritize assignments to complete work in a timely manner.
- A talent for establishing and maintaining relationships with a variety of internal and external organizations to advance the organization's interests.



- A talent for analyzing information to formulate logical and objective conclusions.
- Skilled at reading and understanding income statements, balance sheets, and other financial reports.
- Communication skills, sufficient to exchange information effectively with peers, supervisor and customers
- A flair for applying processes and procedures to factual data to make a logical decision.
- A knack for listening and conveying awareness of a customer's problem or issue to find resolution.

Desired Qualifications:

- Bachelor's degree in agriculture business, business, finance, or a related field.
- 2+ years of agriculture lending experience.
- Or an equivalent combination of education and experience sufficient to perform the essential functions of the job.

ABOUT US

Established in 1917, Fresno Madera Farm Credit, headquartered in Fresno, provides quality credit and financial services in California's Central Valley. Our mission is to provide access to credit and related services to farmers and ranchers in our region. As an efficient organization, FMFC delivers quality service with people that are passionate about creating the best possible customer experience for the generations of farmers and ranchers that we proudly serve. Fresno Madera Farm Credit offers competitive compensation packages and excellent benefit programs. We have a team-driven, performance-focused culture, with a strong focus on customer service, and fulfilling our mission to agriculture.

Salary: DOE

Minimum - \$95,000 Maximum - \$175,000

Submit cover letter and resume by email to HRDept@fmfarmcredit.com. Contact Renee Getty at (559) 277-7000 for questions and additional information.

Visit www.fmfarmcredit.com for more information about the California Consumer Privacy Act.

