



POSITION OPENING

POSITION: Director, Capital Markets

Location: Fresno, CA

ABOUT US

Established in 1917, Fresno Madera Farm Credit provides quality credit and financial services in California's Central Valley, headquartered in Fresno. Our mission is to provide access to credit and related services to farmers and ranchers in our region as an efficient organization that delivers service with people that are passionate about creating the best possible customer experience to 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.

JOB DESCRIPTION

Fresno Madera Farm Credit is searching for a self-motivated, highly driven individual to join our fast-paced team environment. This position reports to the Director, Relationship Management and will perform critical tasks to deliver a high level of customer service to meet the needs of our member owners. The Director, Capital Markets facilitates the sale and purchase of participated or syndicated loans to/from approved partners. This position also completes and reviews servicing actions on existing participated loans. Responsibilities will include:

Participation Loan Sales

1. Contacts other Farm Credit organizations to discuss potential opportunities.
2. Facilitates the sale of loans to Farm Credit organizations by providing necessary information and answering questions.
3. Compiles and communicates information for preferred partners to make a decision on purchasing credit.
4. Manages timing and deliverables related to participation loans.
5. Communicates timing of loan closing and participation purchase to internal departments.
6. Provides reporting requirements to appropriate parties.

Participation Loan Portfolio Monitoring

1. Partners with an analyst to analyze and monitor annual reviews, covenant compliance and other servicing actions.
2. Monitors the performance of loans and completes servicing actions as needed.

Participation Loan Purchases

1. Responds to offers from Partners to purchase participation credits by reviewing the loan structure and assessing the risks.
2. Presents offers to the Loan committee for consideration.
3. Provides financial information to a Credit Analyst for full analysis.





KNOWLEDGE, SKILLS, AND ABILITIES:

1. Able to interpret and communicate complex financial issues and industry trends with borrowers and team members.
2. Knowledge of credit analysis and regulatory requirements with respect to borrower's rights.
3. A talent in establishing and maintaining relationships with a variety of internal and external organizations and individuals to advance the organization's interests and increase personal efficacy.
4. The ability to work across the organization to achieve results in a way that is cooperative, collaborative, and results oriented.
5. Able to apply processes and procedures to factual data to make a logical decision in a timely manner.
6. Proficient at reading and understanding income statements, balance sheets, and other financial reports.
7. Excellent customer service skills, including the ability to communicate complicated information.
8. Skilled in negotiating complex agreements to achieve the best outcome for the organization.
9. Knowledge of Word/Excel/PowerPoint/Outlook enough to create and update documents.

MINIMUM QUALIFICATIONS:

- ❖ Bachelor's degree in agriculture business, business, finance or a related field;
- ❖ 7 years of agriculture lending experience, including 3 years of experience in commercial lending;
- ❖ 3 years of supervisory experience;
- ❖ Or and equivalent combination of education and experience sufficient to perform the essential functions of the job.

To be considered for this position, please send a cover letter and resume by fax to (559) 276-4896 or email to hrdepartment@fmfarmcredit.com. If you have any questions, please contact Christi Divine at (559) 277-7000.

DISTRIBUTION: External Posting

DATE: October 28, 2019

FINAL FILING DATE: Applications will be accepted until position is filled

