



POSITION OPENING

Position: Director, Relationship Management
Reports to: SVP, Relationship Management

Location: Fresno, CA

Areas of Responsibility

The Director, Relationship Management develops and maintains a portfolio of agribusiness, vertically integrated operations, and production loans, and supervises a team of Relationship Managers to develop new business and maintain and service existing portfolios.

Individual and Team Management

1. Oversees the development of teams new loan generation.
2. Monitors and services loans and stays in contact with current customers to maintain strong relationship
3. Upgrades and downgrades risk ratings
4. Calls and collects on delinquent accounts to develop a plan to resolve delinquency

Management

1. Selects, trains, mentors, motivates, and evaluates team of Relationship Managers and Capital Markets associates, including merit increases and bonus eligibility
2. Recommends and implements performance standards and completes performance evaluations
3. Approves or denies loans above individual loan officers delegated authority, and reviews loan structuring

New Loan Generation

1. Contacts current and potential customers to understand their needs and explain the Association's products and services
2. Analyzes financial and operational information to form overall assessment of the customer's operation
3. Presents recommended loan structure to the loan committee for loans above individual credit authority and notifies customer of decision

Customer Prospecting and Marketing

1. Identifies potential customers by engaging in the community and talking with realtors, attorneys and others and researching landowner publications and legal documents
2. Sells leasing and cash management services to customers
3. Represents the Association at community events, seminars, conferences, and similar events
4. Participates in and contributes to local community organizations

Knowledge, Skills, and Abilities

- ❖ Outstanding customer service skills to promote and support a service-oriented culture
- ❖ Adept at prioritizing assignments to complete work in a timely manner
- ❖ Possesses a talent for establishing and maintaining relationships with a variety of internal and external organizations and individuals to advance the organization's interests and increase personal efficacy



- ❖ Able to analyze complex financial data by using logic and quantitative reasoning to formulate a loan structure which benefits the customer and the association
- ❖ Oral and written communication skills, sufficient to exchange information effectively with peers, supervisor, and customers
- ❖ Skill in applying processes and procedures to factual data to make a logical decision
- ❖ A knack for working as part of a team and collaborating with colleagues
- ❖ Ability to enhance the performance of individuals and groups in an organizational setting
- ❖ Talent for selecting, managing, coaching, motivating, and developing team members

Desired Qualifications

- Bachelor's degree in agriculture, business or a related field
- 7+ years of agricultural or commercial lending experience
- 3+ years of Supervisory 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 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.

Submit cover letter and resume by email to 676HRDept@fmfarmcredit.com. Contact Christi Divine at (559) 277-7000 for questions and additional information.

Posting Date:	June 22, 2022
Posting Distribution:	Internal and external
Application Deadline:	Open until filled

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