



## POSITION OPENING

**POSITION: Relationship Manager**

**Location: Fresno, CA**

### **ABOUT US**

Established in 1917, Fresno Madera Farm Credit provides quality credit and financial services in Fresno and Madera counties, located in the state of California. 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. The Relationship Manager will perform critical tasks to deliver a high level of customer service to meet the needs of our member owners. This position reports directly to the Association's Director, Relationship Management and responsibilities will include:

### **Relationship Management**

1. Directly participate in business development activities, originate new loans and maintain/expand existing customer relations.
2. Interview loan applicants, assess customer needs and provide service in a timely manner to meet those needs.
3. Establish loan structure and terms, conditions and covenants, and collateral requirements consistent with the credit request and associated risks.
4. Set clear expectations with the customer and communicate Association credit philosophy to set the tone for an exceptional customer experience.
5. Approve and/or deny loans within delegated lending authority or make recommendations with proper identification of strengths and weaknesses.
6. Actively participate and represent the Association at customer, community and agricultural meetings/events in a professional manner.

### **KNOWLEDGE, SKILLS, AND ABILITIES:**

1. Outstanding customer service skills to promote and support a service-oriented culture.
2. Demonstrated ability and experience in agriculture loans and commercial agribusiness loans.
3. Broad knowledge of credit and financing alternatives and the ability to analyze all components on standard and complex credits.
4. Demonstrated ability to get results in working with others, take initiative, set an example for others and lead through change.





5. Effective written and verbal communication skills to interpret and/or discuss technical or sensitive information with internal and external customers.
6. Exceptional problem solving, organizational and decision-making skills. Ability to plan workload and prioritize business needs effectively.
7. Functional skills with Microsoft Office Suite including Word and Excel.

**MINIMUM QUALIFICATIONS:**

- ❖ Bachelor's degree in agriculture business, business, finance, or a related field.
- ❖ Minimum five years of agriculture lending experience; Or an 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](mailto:hrdepartment@fmfarmcredit.com). If you have any questions, please contact Christi Divine at (559) 277-7000.**

**DISTRIBUTION: Internal Posting**

**DATE: August 18, 2020**

**FINAL FILING DATE: Applications will be accepted until filled**

