##### **Job Description**

### **If you join our team, here are some of the perks you can expect:**

* A competitive total rewards package with 4 weeks paid time off for full-time employees, work anniversary paid time off, paid volunteer time off, and 12 paid holidays
* Comprehensive medical, dental, and vision plans with employer contributions to supercharge your Health Savings Account
* Up to a 4% match on 401(k) contributions
* Up to twelve weeks of fully paid parental leave
* An extensive Employee Assistance Program that provides personalized care options for your whole household
* Ample opportunity to learn, develop and grow with access to LinkedIn Learning, career and leadership development programs, job shadowing, a mentor program, and tuition reimbursement up to $5,250/year

### **Location**

Hybrid: Employees who are able to perform the essential functions of their jobs away from an Elevations location may do so with the expectation that they are onsite at least fifty percent of the time over a two-week pay period.

### **Summary/Objective**

Solicits, develops and services a wide variety of commercial loans and products by working with members, prospective members, referral sources and internal sources in order to meet specific production and member growth goals. Serves as the primary contact with members and the community in originating and sourcing potential deals, working with all appropriate internal stake holders to ensure members receive excellent service before, during and after the transaction. Develops strong external partnerships to ensure effective referrals and development for the future as well as acts in an advisory role with all current and prospective members to ensure excellent service and deep relationships built off of mutual trust.

### **Essential Functions Include**

* Effectively market, develop and implement effective business development strategies to ensure goals and objectives are met.
* Represent Elevations in the business community to develop a strong presence as the preferred commercial lender of choice in our markets.
* Be actively engaged in ensuring Elevations has compelling and competitive products and services and an outstanding delivery of those to our members.
* Solicit, and receive applications for loans and other products and ensure complete and accurate data from business owners.
* Serve as the central point of contact for all members during the application process and ensure timely and effective communication and processing of requests.
* Keep informed of current trends and external market factors regarding commercial products and services.
* Cross-sell other credit union products and services.
* Adhere to all applicable policies and regulations.
* Actively and effectively manages the commercial portfolio.

### **Reports to**

AVP Commercial Lending

### **Manages**

This role has no supervisory responsibility

### **Required Skills, Education, and Experience**

* Equivalent of a bachelor’s degree in a relevant field.
* Strong background and knowledge of commercial products and services as well as applicable regulations and requirements.
* 3-5 years of experience in commercial or business lending and servicing within a progressive and driven financial services company.
* Proven success in a sales and production position within the financial services industry.

### **Work Environment**

Elevations uses multi-factor authentication to keep our data safe. As such, a personal smartphone is a requirement for employment with us. This job operates in an office setting and routinely uses standard office equipment.

### **Physical Requirements**

All other positions: Sitting frequently, walking occasionally, use of hands frequently, hearing constantly, talking frequently, exerting up to 10 lbs of force occasionally to lift, carry, push, pull, or move objects

### **Position Type/Expected Hours of Work**

Full Time

### **Compensation Information:**

The person hired into this position will likely earn between $85,380 and $106,725, plus commission

Actual compensation offered may vary from the posted hiring range based on factors such as relevant experience, time in role, base salary of internal peers, prior performance, business sector, licensure requirements and/or skill level, and will be finalized at the time of offer.

### **Anticipated Application Window:**

This role is anticipated to close within 25 days from the date of posting. However, if the position has not been filled, Elevations may keep the application period open longer.

### **Other Duties:**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.