

Commercial Real Estate Loan Officer Job Description

Bridgeway Capital (www.bridgewaycapital.org), located in Pittsburgh, Pa., provides capital and education to small businesses and other organizations to ignite growth, expand entrepreneurial capacity, and sustain vital services in western Pennsylvania. A nonprofit organization founded in 1990, Bridgeway Capital serves 15 counties and manages more than \$55 million. Since inception it has placed more than 670 loans for \$72 million, which has supported nearly \$270 million in additional investment. It is a market-driven, private sector financial intermediary with a social mission. Bridgeway Capital is a Certified Development Company (CDC) under the SBA 504 program, and is also certified as a Community Development Financial Institution (CDFI) by the U.S. Treasury Department. Bridgeway Capital works just outside the margins of mainstream finance to provide opportunities and access to capital, helping to make western Pennsylvania a thriving region for all.

Bridgeway Capital is seeking an experienced Commercial Real Estate Loan Officer to increase loan volume and expand impact.

Responsibilities

The Commercial Real Estate Loan Officer will develop and strengthen the loan referral network, exploring and pursuing new markets for loan products to achieve loan goals and increase the commercial real estate loan portfolio. The Loan Officer will be responsible for developing relationships with real estate business customers by obtaining a strong understanding of the customer's business needs, desires, and abilities. In addition, he/she will assist other lending personnel with risk assessment, loan structure, loan documentation and pricing.

Qualifications

- Minimum of 4 years experience as a business banker or commercial loan officer at a bank, or other financial institution, specifically real estate and construction lending.
- Proven business development skills.
- Proven track record of superior financial sales performance.
- Previous experience working with credit risk analysis and loan underwriting.
- Ability to interpret policies and procedures, real estate sales agreements, and other supporting loan documents.
- Strong verbal and written communication and presentation skills.
- College degree in business, finance, accounting or a related field.
- Capacity to work independently and motivation to achieve goals with minimal supervision.
- Ability to participate productively as part of a team.
- Commitment to the work of nonprofit organizations and making a positive impact in the community.

Compensation

Competitive salary based on experience. Comprehensive benefit package includes health, dental, vision, life and disability insurance, retirement plan and flexible spending accounts.

Bridgeway Capital is an Equal Opportunity Employer.