



BRIDGEWAY CAPITAL

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310 Grant Street
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Pittsburgh, PA 15219
T 412.201.2450
F 412.201.2451

ERIE
1001 State Street
Suite 1400
Erie, PA 16501
T 814.580.9284
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UNIONTOWN
30 E. Main Street
Suite 200 E
Uniontown, PA 15401
T 412.912.9928
F 412.201.2451

**Director —Erie Office
Bridgeway Capital
Erie, PA**

ABOUT BRIDGEWAY CAPITAL

Bridgeway Capital Inc., headquartered in Pittsburgh, Pa., makes Western Pennsylvania a thriving region for all by promoting economic opportunity and Community revitalization in Southwestern PA. As a nonprofit lender founded in 1990, Bridgeway Capital serves 15 counties from three offices. Bridgeway Capital has placed more than 1,400 loans and \$188 million in capital directly into the region, supporting \$470 million in additional investment and helping to create or retain more than 11,000 jobs. It manages \$100 million in capital. It is a market-driven, private-sector financial intermediary with a social mission. Bridgeway Capital made over \$23 million in loans in 2019 and is certified as a community development Financial Institution by the U.S. Treasury Department. For more information, visit www.bridgewaycapital.org.

Bridgeway Capital seeks a Director for the Erie marketplace to originate small business and commercial real estate loans while developing and maintaining relationships with lending partners.

Since establishing Bridgeway Capital's Erie Office in 2012, the organization has invested over \$13 million in greater Erie and more than \$21 million in northwestern Pennsylvania.

RESPONSIBILITIES

The Director will develop leads from banks, other referral sources, existing client base, and other prospecting efforts. The Director will prequalify borrowers for loans of any size by analyzing prospective borrowers' financial information. The Director will be responsible for determining if the business is financially sound, viable, and meets the mission of Bridgeway Capital. They will be responsible for maintaining and servicing the loan portfolio.

QUALIFICATIONS

- Minimum of 5 years' experience working with and lending to small business clients.
- Proven business development and relationship-building skills.
- Proven record of accomplishment of financial sales performance.
- Previous experience with credit risk analysis and loan underwriting skills.
- Strong verbal and written communication and presentation skills.
- Capacity to work independently and motivation to achieve goals with minimal supervision.
- Ability to participate productively as part of a team.
- College degree in finance, accounting, business or related field.
- Commitment to the work of nonprofit organizations and positively impacting the community.

BRIDGEWAYCAPITAL.ORG

Equal Opportunity Lender, Provider, and Employer | TTY/TDD 800.654.5984



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COMPENSATION

Competitive salary based on experience. Comprehensive benefits package includes health, dental, vision, life, and disability insurance, a retirement plan, and flexible spending accounts. Bridgeway Capital is an Equal Opportunity Employer.

APPLY

Interested candidates should contact Shawn Thomas, Lending Team Leader, (412) 201-2450 x121: E-mail: sthomas@bridgewaycapital.org.

JOB SPECIFICATIONS & AMERICANS WITH DISABILITY SPECIFICATIONS

This position is primarily performed at Bridgeway's various office locations and across Bridgeway's Southwestern Pennsylvania territory in client meetings and community events. Commuting and event attendance will be required, and candidates are expected to have access to consistent personal transportation. Due to COVID-19, this position has both in-office and remote hours, with the intent to return to the office when possible.

Driver's license and personal vehicle are preferred. This job description is not all inclusive and it is not intended to create nor be construed as an express or implied contract of employment. Bridgeway reserves the right to interpret, amend, or terminate any job description, plan, policy, program, procedure, practice, or benefit at any time at its sole discretion."

The person in this position needs to regularly sit, utilize manual dexterity and repetitive finger motion, speak, hear and see with close vision. Individuals must occasionally lift up to twenty-five pounds, push or pull, reach or stretch, and utilize distance vision, color discrimination, peripheral vision, depth perception, and focusing ability. This position is primarily performed in an office environment with occasional exposure to outdoor weather conditions. Occasional driving throughout western

Pennsylvania is required, and candidates are expected to have a valid driver's license and easy and regular access to a car.

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