



BRIDGEWAY CAPITAL

PITTSBURGH
310 Grant Street
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Pittsburgh, PA 15219
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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
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**Director – Youngstown/Warren Office
Bridgeway Capital
Youngstown, Ohio**

ABOUT BRIDGEWAY CAPITAL

Bridgeway Capital is a social impact lender that focuses on equitable economic growth in underserved areas by providing impact-driven lending and programs to grow businesses and revitalize places. A nonprofit alternative to banks, Bridgeway lends to small businesses, nonprofits, and real estate projects that have a positive community impact. More than a lender, Bridgeway is a partner for business growth that prepares entrepreneurs to be capital ready and builds their capacity through business assistance programs. Bridgeway is a nonprofit and Community Development Financial Institution (CDFI) certified by the U.S. Treasury Department. For more information, visit www.bridgewaycapital.org.

JOB SUMMARY

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.

JOB RESPONSIBILITIES

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.

Duties

- The Director will develop leads from banks, other referral sources, existing client base, and other prospective efforts.
- The Director will assess potential borrowers for loans of any size by analyzing prospective borrowers' financial information.

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



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- The Director will be responsible for deciding if the business is financially sound, viable, and meets the mission of Bridgeway Capital.
- Manage the maintenance of the loan portfolio.
- Monitor and discuss sales goals and strategy with Lending Team Leader.
- Review and approve or reject credit applications in accordance with lending authority.
- Help aid customers with the Business Education Program.
- The Director will take part in presentations and workshops in the community.

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: stthomas@bridgewaycapital.org.