

**Job Title** Vice President of Lending

**Short Description**

Enhance the Credit Union's value to its members by leading, managing, and directing the Commercial Lending, Residential Mortgage, Consumer and Collections areas with a balanced view of risk, return and growth in Lending. This position is responsible for the Lending strategy, building and maintaining high performance origination, underwriting, and processing teams.

The primary directive of the Vice President of Lending is to ensure that outstanding service is delivered to both internal and external members. A key component of this service is to identify the financial needs of the member and recommend an appropriate credit union lending solution. The Vice President of Lending reviews all statistical data, marketplace conditions and trends, and is accountable for production, growth, and risks within the lending and collection areas. The major objective of this position is to ensure that all loan programs and resources are used efficiently and effectively to aid in the attainment of the credit union's goals and objectives.

The Vice President of Lending participates in strategic planning and the development of credit union policies, procedures, and goals. Develop and implement consistent organizational policies and procedures that comply with State and Federal regulations.

**Full Description**

Essential Duties and Responsibilities

- ☐ Oversee and monitor the Lending function to achieve its strategic goals. Direct the work of managers in Commercial Lending, Residential Mortgage, Consumer, and Collection areas. Develop and maintain sound and consistent underwriting policies, standards and guidelines, and general credit philosophy to be utilized in all Lending functions across the credit union.
- ☐ Maintain an awareness of all laws and regulations, plus developments and trends within competitive industries that may affect Lending and servicing; Keep abreast of changes in the industry, economic conditions, and changing trends in lending and react to changes in a way that maintains collaboration across business lines.
- ☐ Participate in the Credit Union's long- and short-term strategic planning and implementation of plan as it relates to specific Lending initiatives and overall organizational mission. As a member of the Executive Leadership Team, assist in formulating the company's future direction and supporting tactical initiatives Direct strategic Lending functions of the Credit Union to align with the Credit Union's business plans. Actively participate in the development and implementation of organizational business plans to address fulfillment of strategic goals.
- ☐ Develop, maintain, and update the Credit Union's risk governance framework, including loan and credit policies; credit risk appetite and risk limits; loan risk rating system; credit exposure and concentration limits; credit risk management processes, standards, and procedures within each lending channel; and provide recommendations and guidelines for portfolio mix, composition, diversification, and limits to prevent and mitigate the risk of loan

concentrations. Closely monitor the foreclosure/sale of residential and/or commercial properties that are in default and oversees the sale of mortgage loans on the secondary market.

☐ Provide direction and leadership to the Lending Team, assuring achievement of the goals and objectives established to meet the needs and expectations of current and potential members. Develop Team Members to their highest potential by identifying their areas for improvement and appropriately coaching, training, or correcting the Team Member's performance. Champion and manage the culture of the Lending Team so that it serves as an effective instrument of change management, business performance, member loyalty, employee engagement, financial success, and integrity.

☐ Member of Commercial Credit Committee, attend ALCO, Board and Strategic Planning meetings periodically and reports on assigned areas of responsibility as requested.

☐ Responsible for compliance with all Federal and State regulations including BSA, Office of Foreign Assets Control (OFAC).

#### Education, Skills, and Abilities Required

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and /or ability required.

- Must have a minimum of seven (7) years proven and progressive middle market, real estate and small business lending and operations experience, to include 5 years in a strategic management capacity.
- Bachelor's Degree in Business Administration, Finance from an accredited university is required. Master of Business Administration degree is preferred.
- Must have strong credit, managerial, planning, negotiations, communications, sales, analytical, and organizational skills. Must have a sound understanding of the Commercial Lending, Residential Mortgage, Consumer Lending and Collections, pertinent regulations affecting Lending and the credit approval process.
- Must have the ability to build personal relationships with current and potential members.

#### Education

Bachelor's Degree in Business Administration, Finance from an accredited university is required. Master of Business Administration degree is preferred.

#### Additional Comments

#### Credit Union

Orlando Credit Union

#### State

Florida

#### Contact Name

Misty Lizarralde

#### Email

misytl@orlandocreditunion.org

#### Phone

407-835-3518

#### Fax

#### Expiration Date

07/31/2021