

# **Opening: SBA 504 Senior Loan Officer (Option to be RLF Manager)**

## About Us

At SECOG/DBF/SEDF, our mission is simple, we empower small business owners to become successful, through lending and educational programs. We are proud that our team has spent the past 20+ years focusing on finance so our borrowers can focus on the important task of growing their business. We are guided by integrity, efficiency, and teamwork to provide an exceptional client experience, and along the way we build long term relationships, recognize each other's contribution (or greatness) and have fun.

The Executive Director of the organization plans to retire in less than five years. The goal of this position is for the right individual to take on the role of Senior Loan Officer to learn the SBA 504 program with a plan to advance to the position of RLF Manager to oversee a staff of eight which would position the person well to apply for the Executive Director's job in the future when she retires. The hiring authority may consider an applicant for the RLF Manager position instead of Senior Loan Officer if that person has extensive experience working for a CDC as a current SBA 504 loan officer and has supervisory experience. This position is located in Sioux Falls, SD. There is not an option to work remotely.

SECOG is a planning and development district in Sioux Falls, SD. SECOG provides staffing for the South Eastern Development Foundation (SEDF) which is a regional revolving loan fund and operates a non-profit housing development company. Dakota BUSINESS Finance is a Certified Development Company that provides SBA 504 loan funding. The three organizations have over 25 employees and combined annual budgets exceeding \$12 million. SD does not have personal income tax.

## What You'll Do

At SECOG/DBF/SEDF we love helping clients maneuver through the complex world of government lending and our origination team is right at the heart of that effort. As a Senior Loan Officer, you will work closely with our credit analysts, loan assistants, closers, borrowers and lending partners to understand their needs, craft their loans, and shepherd them through the SBA approval process.

A typical day would include:

- Talking to lenders about structuring SEDF and SBA 504 loans

- Collecting information from lenders and borrowers
- Completing loan applications, including credit analyses and summaries of loan requests, and presenting to the Board of Directors for approval
- Providing leadership, training and support to less experienced loan officer and other staff members
- Marketing the organization and developing relationships with third party lenders and borrowers

## What We'll Love About You

Based on our experience, five+ years in commercial banking in the lending department will help you transition smoothly into this position. Direct SBA 504 CDC experience is preferred or direct SBA lending experience in the 7a loan programs would also be beneficial.

In addition, other skills you will need to make an impact include:

- A focus on accuracy and detail
- Exceptional communication and organizational skills
- Highly developed analytical and underwriting expertise
- Demonstrated sales and referral skills
- Strong community leadership experience
- Successful track record of meeting or exceeding in company goals
- Work well as part of a fast-moving team.
- Successful completion of background check

## What You'll Love About Us

Great company culture where you are valued and respected.

**We continually invest in you:**

- \$105,935-\$158,902 per year
- SD Retirement Program (pension program)
- Three weeks' vacation (starting with a 40 hour job bank upon hire), 12 days sick, and one personal day
- 13 paid holidays
- Incentive pay
- Medical and dental Insurance
- Life insurance
- Compressed work week

- Tuition reimbursement

***An Equal Opportunity Employer***

***Because our team members are trusted to handle sensitive information, we require all candidates that receive and accept employment offers to complete a background check before being hired.***

***Possession of a valid driver's license is required.***

***If interested, please send resume to [lynne@dakotabusinessfinance.com](mailto:lynne@dakotabusinessfinance.com)***

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