

Company: IH Credit Union

Location: Springfield, OH

Starting Salary \$75,000

Job Title: Small Business Development, Relationship Officer

Job Type: Full-time

About IH Credit Union:

IH Credit Union is a dynamic and community-focused financial institution dedicated to providing comprehensive financial services to our members. With a strong commitment to innovation, personalized service, and community engagement, IH Credit Union strives to be a trusted financial partner for individuals and businesses alike.

Job Summary:

We are seeking a motivated and experienced Small Business Development Officer to join our team. As a key member of our business development department, the successful candidate will be responsible for identifying, acquiring, and nurturing relationships with small businesses within our community. The Small Business Development Officer will play a vital role in expanding our business portfolio and ensuring the overall growth and success of IH Credit Union.

Key Responsibilities:

1. **Business Acquisition:** Identify and target potential small business clients to expand the credit union's business portfolio.
2. **Relationship Management:** Build and maintain strong relationships with existing and new business clients, ensuring their financial needs are met and providing exceptional service.
3. **Financial Analysis:** Conduct thorough financial analyses of small businesses to assess creditworthiness and make informed lending decisions.
4. **Loan Origination:** Facilitate the loan origination process for small business clients, ensuring compliance with credit union policies and regulations.
5. **Market Research:** Stay abreast of industry trends, market conditions, and competitors to identify opportunities for growth and development.
6. **Collaboration:** Work closely with internal teams, including lending, operations, and marketing, to ensure seamless delivery of products and services to small business clients.
7. **Networking:** Attend community events, business forums, and networking functions to promote IH Credit Union and establish a strong presence within the local business community.
8. **Reporting:** Prepare regular reports on business development activities, including key performance indicators and achievements, for management review.

Qualifications:

1. Bachelor's degree in Business, Finance, or a related field.
2. Proven experience in small business development, preferably within the financial industry.
3. Strong understanding of financial analysis and lending principles.
4. Excellent interpersonal and communication skills.
5. Results-driven with a track record of meeting and exceeding business development targets.
6. Knowledge of regulatory requirements related to small business lending.
7. Ability to work independently and collaboratively within a team.

Salary and Benefits:

The starting salary for this position is \$75,000, commensurate with experience and qualifications. IH Credit Union offers a comprehensive benefits package, including health insurance, retirement plans, and professional development opportunities. Potential for bonus.

IH Credit Union is an equal opportunity employer and encourages candidates from all backgrounds to apply.

If you are a dynamic and driven professional looking to make a significant impact in the small business development arena, we invite you to apply for this exciting opportunity at IH Credit Union.