

Embassy National Bank, located in Lawrenceville, Georgia, is seeking a **Senior Business Development Officer** experienced in the origination of loans guaranteed by the US Small Business Administration. The SBA BDO's primary responsibility is to continuously work with bank employees, bank management, existing customers, leads and/or brokers to originate and close new SBA loans.

The SBA BDO will be a VP or above (depending upon experience) and will be paid an attractive base salary plus a lucrative incentive pay package.

Instructions to Apply:

- 'Easy Apply' on LinkedIn
<https://www.linkedin.com/jobs/view/828898563/>
- OR
- Email resume to jsewak@embassynationalbank.com

Primary Responsibilities

- Meet or exceed an aggressive SBA loan target each year
- Maintain on-going business development activities to effectively market bank products.
- Interview applicants to develop information concerning their borrowing needs and overall credit risk profile to determine whether a loan may be an acceptable risk.
- Contribute to credit memorandums, with the assistance of a Credit Underwriter, in a clear, accurate and concise manner.
- Ensure new loan requests are in compliance with bank loan policy and all applicable laws and regulations, including the SBA Standard Operating Procedures ("SOP").
- Communicate with customers and internal teammates in a professional and respectful manner.
- Project a positive image of the bank in the community and attend sales development activities.
- Maintain a sense of urgency in meeting customer expectations and internal goals.

Required Education, Experience, and Skills

- Bachelor's Degree or higher in Accounting, Finance or related business field.
- **Minimum 5 years** of commercial lending experience including SBA lending experience.
- Excellent verbal and written communication skills.
- Ability to work under tight time constraints.

- High level of personal integrity.
- Current knowledge of applicable SBA SOP, banking laws and regulations.

Embassy National Bank is an equal opportunity employer. All qualified applicants will receive equal consideration without regard to gender, race, religion, color, age or status as a protected veteran. We will perform a background check and may investigate references.