



Do you love collaborating with a small yet dynamic team to assist small businesses across the DBL footprint and specifically in Fargo / West Fargo / Moorhead area? Do you like to work independently and as part of a positive, successful team? Dakota Business Lending is seeking an experienced, seasoned, energetic, detail-orientated, and self-driven individual to fill the role of Business Development / Commercial Loan Officer. If you love helping people and working to see business succeed, then read for more info! This position is based out of our Fargo office.

The Business Development / Commercial Loan Officer will provide a high level of support for the Dakota Business Lending staff and the lending operations of the entire corporation. This position will focus primarily on the Fargo / West Fargo / Moorhead areas but should be willing to work in the Eastern North Dakota corridor and Western Minnesota, on an as needed basis. Travel, while limited, is required. This position will be based out of Fargo, ND office and serve the Fargo metro area. Responsibilities include, but not limited to, developing, and fostering relationships with lenders, small businesses, economic development professionals, and other professional partners; market and promote the loan programs offered by the Dakota Business Lending; retrieve and assemble of loan information provided by lenders and small business to support the lending process; assist in the preparation of loan packages; and in the assembly and preparation for submission to the North Dakota and / or Minnesota Loan Committee and the SLPC Loan Processing Center. Other responsibilities include, but not limited to:

- Provide support, back-up, and be available to Dakota Business Lending for such things as the marketing and promotion of the Dakota Business Lending loan programs to the public.
- Meet with lenders, small business partners, and economic development professionals, partners, and others on potential projects and projects in progress.
- Be available to field and answer any questions related to the Dakota Business Lending programs and be able to function as lead on potential projects.
- Make presentations on Dakota Business Lending, its lending programs, and its role in designated area.
- Establish and maintain working relationships with lenders, small businesses, and others.
- Work with the processing staff to ensure timely and accurate response from appropriate agencies such as SBA Sacramento, SBA Fresno, and the Services Corporation.
- Meet with lenders and small businesses to review the loan authorization & loan closing process.

This is not an entry level position and the person in this job should have at least a bachelor's degree in business, finance, banking, or a related field and at least six to ten years of relevant business development, sales and commercial lending experience. Experience in commercial lending as it relates to SBA would be beneficial. Must be able to work independently and have a knack for building trusted relationships with a variety of people and entities. Attention to detail is important to be successful in this role for understanding and compliance with regulations.

Our team values collaboration, ability to communicate professionally, desire to succeed, and passion for our mission so these attributes are key. We embrace having fun at work, enjoying the work we do, flexibility and having a positive impact on the success of small businesses in North Dakota, Montana, Minnesota, and South Dakota. We offer a caring, collaborative culture, casual/business casual dress code, top-notch benefits package, and a very competitive salary based on experience. Please submit resume and any questions by email to Steve Dusek, sdusek@dakotabusinesslending.com. Dakota Business Lending is an Equal Opportunity Employer.