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# Example of Commercial Lender Job Description

Our company is searching for experienced candidates for the position of commercial lender. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for commercial lender

* Interview prospects/clients to develop information concerning their business needs, desires, abilities and earnings
* Identify fee based products that will benefit the client/prospect and the Bank
* Work with internal/external sources on meeting required conditions of approval and closing of the loan or credit vehicle
* Responsible for keeping the process moving by supplying the necessary items to Loan Operations or to outside legal counsel to necessitate a closing
* Market the Bank through involvement in civic and community events and organizations
* Work with and assist Banking Center staff with client needs
* Generate and screen leads following establishment policies and procedures to attain new business relationships and product sales
* Promote and cross-sell other products and services as appropriate to customer requirements, such as business checking and Treasury Management Services
* Analyze financial statements and develop cash flow models to be utilized in support of corporate/commercial loans
* Work closely with credit analysts in the underwriting process, using a team approach during the preparation of credit evaluation memos for new loans

## Qualifications for commercial lender

* Experience in [both recourse and] non-recourse lending
* C&I loans/Cash Flow Loans
* Factories
* ABL Lenders
* Student loan finance
* Floorplan finance