



## **Community Loan Officer (Denver Metro)**

### **Who We Are:**

Colorado Enterprise Fund (CEF) is a nonprofit business lending organization dedicated to the success of small businesses in Colorado. We target our financing resources to underserved communities – primarily Black, Latino, women, and veteran-owned businesses, especially those located in low to moderate income areas. We're committed to creating meaningful impact in Colorado's communities by providing equitable and affordable business financing for entrepreneurs who cannot access bank loans or other financial resources.

At CEF we see our community impact through job creation, wealth building for disadvantaged populations, and the growth and success of the businesses we fund. As a Community Development Financial Institution (CDFI), we offer loans, grants, and free business coaching to entrepreneurs to help them succeed. We were founded in 1976, and in our 45+ years of business lending, we have financed over 5,500 businesses with loans totaling over \$182 million, which has helped create and maintain over 31,800 jobs in Colorado. Our average loan size is \$45,000. In addition to our lending work, we were able to help deploy over \$67 million in business grants to Colorado businesses impacted by COVID-19. We have received numerous awards recognizing the impact of our lending, including the National Nonprofit Lender of the Year from the U.S. Small Business Administration, the Martin Luther King Business Ethics Award, and the Impact Catalyst Award.

### **Who We Are Looking For:**

We have an immediate opening for an exceptional, experienced Community Loan Officer (CLO). This is an important role with the ability to make a large impact in the Colorado small business community. We're looking for someone who believes what Dr. Martin Luther King said, "Whatever your life's work do it well. A person should do their job so well that the living, the unborn and the dead could do it no better." We need someone who understands that serving others will make them the most successful. We are looking for a great CLO who fits well within our dynamic culture of "aggressive teamwork" and who believes deeply in providing the right products and services to prospects and customers.

The main duties of our CLOs at CEF are to connect with referral sources such as banks, SBA offices, SBDCs, and other community organizations to cultivate and manage loan applications to completed funding. Your ability to build trust will be critical to your success both with referral sources and Colorado small business owners. Your dynamic, curious, intelligent, persistent, creative, and driven character will be your primary differentiators. This role requires a self-motivated driven individual who is comfortable building relationships across a wide variety of spectrums. Key attributes for success include:

- **Highly Relational...** You will need to connect with and build relationships with others every day. You will need to have incredible listening skills, the ability to tune into the conversation your counterpart is willing to have, and a healthy dose of humility to make this work.

- **Critical Thinking...** even when identifying multiple “correct” options, the ability to quickly determine if a business can be supported through a CEF loan will be critical to customer satisfaction.
- **Positive Attitude...** with a willingness to do whatever it takes to get the job done.
- **Self-Confident...** comfortable talking with anyone and having conversations on topics where they may know more than you.
- **Attention To Detail...** yes, that’s right ... a sales job that requires you to be accurate, both in your activity reporting and the exactness of your solutions.
- **Urgency...** We need someone who gets busy, right now. If you like to drive action and activity, this is the right job for you.
- **Empathy & Cultural awareness...** The ability to put yourself into your counterpart’s shoes and understand how the world must look to them.
- **Excellent Communications Skills...** Spoken and written communication skills are tremendously important to be effective in this role.
- **Organized and CRM proficient...** if you think you can keep the details of your activities and your solutions in your head or on paper notes, you can’t handle the level of activity in this job.
- **Flexible...** Comfortable with change and working under pressure.
- **Passion...** you believe entrepreneurship is a means of economic mobility and you are energized by being an advocate for our customers.

#### **What We Offer:**

- **Best People** – One of our goals is to bring together high-integrity people from their respective areas of expertise and assemble them as a team to drive success across the board. That starts with being highly selective in our hiring process and supporting the culture required to ensure that success.
- **Dynamic, Fast Paced, Hard Working Environment** – It’s not quiet here. You won’t notice the hours flying by. We believe in our mission to accelerate community prosperity. We do that by being active, not passive.
- **Established Brand and Solid Track Record** – We’ve been around, so you’ll have a team behind you delivering the financing solutions that you work with, that has repeatedly and successfully “been there and done that”.
- **Personal Growth** – Regardless of your experience level or your seniority walking in the door, we are committed to the growth of our people. Great leadership, support, and education for you in your role, with the ability to personally grow your influence, your position, and your compensation.
- **Right-Sized Company** – We are a large enough organization to have sufficient resources to make a difference, but small enough to be nimble.
- **Make an Impact in your community** – You are a key factor in helping Colorado small business owners realize their dreams. It’s an awesome feeling to talk with others about having made an impact on businesses in your local area, and to be able to say, “I was a part of that”.
- **Benefits, Vacation, Etc.** – Of course, as an established CDFI, we offer all the standard benefits as well.

**What Next?**

If you're a sales professional and you've gotten this far and remain enthused about joining our team, then you should take the initiative. Please send your resume and cover letter to Heather at [heather@syntuity.com](mailto:heather@syntuity.com) to start the process. We look forward to hearing from you!

**Equal Employment Opportunity**

Colorado Enterprise Fund is proud to be an equal-opportunity employer. We encourage anyone, regardless of race, age, creed, color, religion, national origin or ancestry, sex, gender, disability, veteran status, genetic information, sexual orientation, gender identity or expression, pregnancy, or any other classification protected by law, to apply.

**Job Title:** Community Loan Officer  
**Department:** Lending  
**Reports to:** Director of Lending  
**PT/FT Hours:** FT - 40 Hours Per Week  
**Pay Range:** \$65,000 - \$80,000

**Date:** January 2023  
**Classification:** Exempt  
**Supervises:** N/A  
**Location:** CEF Office/Remote