Position Description
National Lending Department

POSITION TITLE: Small Business Asset Manager – Lending
REPORTS TO: Director of Asset Management
JOB CLASSIFICATION: Exempt / Full Time
LOCATION: New York, NY

The Organization
With residents and partners, LISC forges resilient and inclusive communities of opportunity across America – great places to live, work, visit, do business and raise families.

Strategies We Pursue
- Equip talent in underinvested communities with the skills and credentials to compete successfully for quality income and wealth opportunities.
- Invest in businesses, housing and other community infrastructure to catalyze economic, health, safety and educational mobility for individuals and communities.
- Strengthen existing alliances while building new collaborations to increase our impact on the progress of people and places.
- Develop leadership and the capacity of partners to advance our work together
- Drive local, regional, and national policy and system changes that foster broadly shared prosperity and well-being.

Over the last 40 years, LISC and its affiliates have invested approximately $24 billion in businesses, affordable housing, health, educational mobility, community and recreational facilities, public safety, employment and other projects that help to revitalize and stabilize underinvested communities. Headquartered in New York City, LISC’s reach spans the country from East coast to West coast in 38 markets with offices extending from Buffalo to San Francisco and in 2,400 rural counties across 49 state and Puerto Rico. Visit us at www.lisc.org

A core function of LISC is its operation as a loan fund. LISC provides various loan products to a wide array of project types. All loans are subject to oversight by LISC’s Lending Department. In 2021, LISC closed ~$264 million in new loan commitments, and the outstanding loan portfolio at quarter-end December 2021 was ~$508 million.

Position Description

Local Initiatives Support Corporation (LISC) is seeking qualified candidates to fill the position of Small Business Asset Manager. This position will be part of LISC’s Lending Department and will report to LISC’s Director of Asset Management and work in close coordination with lending staff in the field and
other members of LISC’s Lending and Legal departments. The Small Business Asset Manager will be responsible for assisting the Director of Asset Management with monitoring, tracking and reporting on LISC’s Small Business loan portfolio, managing work-outs and contributing to other facets of the Lending Department’s work as needed. The primary duties of the position include:

- Manage the small business loan portfolio of approximately 50 loans, spanning numerous product types and regions.
- Position requires proactive management of closed small business loans including the following:
  - Risk Rating assets and preparing portfolio performance reports for committee review.
  - Writing quarterly loan watch reports and presenting to committee for review.
  - Monitoring disbursements on Lines of Credit loans.
  - Communicating with borrowers in regards to pending maturity dates, late payments and other loan covenant compliance.
  - Analyze loan performance against underwriting projections to identify any potential loan repayment problems.
  - Identify, prioritize and engage in problem solving with borrowers and offer recommendations when issues arise.
  - Review and track insurance certificates for active loans.
  - Prepare post-closing amendments per LISC guidelines.
- Work closely with LISC’s small business loan closing and servicing partner CDC Small Business.
- Ensure the quality of data in LISC’s loan administration system, including development of policies and procedures for data collection and quality maintenance, inputting and maintenance of data, and oversight of the management and use of data.
- Perform additional loan monitoring on individual loans and prepare reports on as as-needed basis.
- Interact with LISC staff to provide accurate and timely information.

**Qualifications**

- Bachelor’s degree from an accredited college or university required.
- Minimum three (3) years small business lending experience.
- Candidate must have working knowledge of real estate, finance and/or operations.
- Experience with asset management, credit, underwriting in community development is a plus.
- Strong communication, analytical, decision-making, time management, organizational, follow-up and relationship management skills.
- Self-starter ability to work independently as well as collaboratively.
- Proficiency in Microsoft Office suite, particularly Microsoft Excel.

**Job Specifications**

LISC provides a competitive salary and excellent fringe benefits for this position. The position is available immediately. To apply, please email a detailed cover letter and resume to: pgomez@lisc.org

*LISC IS AN EQUAL OPPORTUNITY EMPLOYER*

*COMMITTED TO DIVERSITY, EQUITY, INCLUSION AND JUSTICE*