POSITION TITLE: Small Business Loan Originator
REPORTS TO: Senior Program Officer, Economic Development
CLASSIFICATION: Full Time/Exempt
LOCATION: Los Angeles

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 $22 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 36 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

LISC LA is one of 35 local offices of the Local Initiatives Support Corporation, a national CDFI that forges resilient and inclusive communities of opportunity across America- great places to live, work, visit, do business and raise families. For over 30 years, LISC LA has worked with local partners and residents to invest nearly $1B in small businesses, housing, health, education, public safety, and employment. LISC LA champions strategies that promote equity and economic inclusion in low-income communities of color across LA County.
Position Description
LISC Los Angeles seeks a professional to fill the position of Small Business Loan Originator. The Small Business Loan Originator will be responsible for marketing, relationship management, and pipeline development for the small business lending program in Los Angeles. They will originate small business loans with a focus on entrepreneurs of color.

Responsibilities:
- Originate and support deployment of a minimum of $3 million in small business or economic development loans annually;
- Evaluate potential small business loan opportunities to determine whether they comply with lending and other program requirements, meet community development priorities, and are financially viable;
- Represent LISC LA on local advisory committees and regional collaborative of local small business assistance partners and work to administer the goals outlined in said collaborative;
- Work with local partners to establish new tech-based mechanisms to streamline borrower experiences and improve access to available capital across the County of LA;
- Develop and maintain referral relationships with banks, micro-lenders, TA providers, and government officials;
- Educate community partners about LISC LA product offerings;
- Coordinate with Economic Development Lending teams locally and nationally on program and outreach strategies in priority communities; and
- Manage marketing efforts, attend webinars, video conferences and trainings, and distribute educational and promotional marketing materials related to small business lending.

Qualifications:
- Bachelor’s degree required- concentration in finance, business administration, or similar field a plus
- 5 years of work experience in loan originations and/or business development
- Proven track record of successful loan originations and ability to achieve sales goals
- Ability to work independently and with a team, working on numerous projects at the same time
- Strong analytical skills and proficiency in Excel
- Strong written and verbal communication skills
- Keen small business credit risk assessment skills
- Self-starter; creative problem solver; and relationship builder
- Experience directly working with small businesses, especially businesses lead by people of color in Los Angeles.

COMPENSATION: This is a full-time position with a competitive salary and excellent benefits. Please send cover letter and resume via email with “Small Business Loan Originator” in the subject line to ekloppenburg@lisc.org. Applications will be accepted until position is filled. No phone calls please.

LISC IS AN EQUAL OPPORTUNITY EMPLOYER
COMMITTED TO DIVERSITY, EQUITY, INCLUSION AND JUSTICE.