**Commercial Lender**

**Do you have several years of SBA lending experience?  How about strong prospecting and new business development skills?  Do you have a book of business to bring to Commerce? How about a history of managing a portfolio?  This is the job for you!**

Here is what your future team members are saying about why they love coming to work every day at Commerce State Bank . . .

* Love the people I work with; working alongside others who have the same commitment to customer service that I do
* Great team atmosphere
* Taking care of our clients; We put clients first; Client is number 1
* Career/advancement opportunities
* Being part of a growing business; doing my part to help the business grow

We offer an excellent compensation and benefits package that includes health, dental, vision, and company-paid life & disability, plus 401(k) match, paid time off and paid holidays.

**Commerce State Bank - Bank on the power of Unbeatable.**

Commerce State Bank was born out of frustration of how banking got done. We know because we’re bankers and it frustrated us. To succeed in business or in personal finance, you need the best and most trusted resources – an unbeatable blend of experience, speed and the best rates.

Our goal is to offer our clients just that – **the power of unbeatable**.

Commerce State Bank is made up of local people with a world of expertise. These are people from your community who you can trust to work with you to accomplish your goals in your timeframe. We understand the challenges that face local businesses and the concerns of local people because that’s who we are. We currently have locations in West Bend, Cedarburg, Elm Grove, Sheboygan, WI, plus a Saukville, WI Loan Production Office.

**As a Commercial Lender you would:**  
Responsible for soliciting and servicing prospective customers producing a variety of commercial loans as well as generating and managing a portfolio of business and corresponding relationships, while seeking new accounts through calling efforts, marketing, and referrals. Responsible for maintaining a quality loan portfolio through proper underwriting and diligent collection efforts to minimize delinquency and charge-offs.

The ideal candidate will have:

* Bachelor’s degree in finance, accounting, business administration or a related field of study
* Three to five years of related experience as a credit analyst or in commercial lending; or
* Equivalent combination of education and experience.

 Additionally, to be successful in this position the ideal candidate will possess:

* Excellent prospecting and new business development skills and the ability to develop strategic partnerships with small business owners.
* Ability to communicate effectively and professionally with a variety of people, both written and verbal.
* Ability to plan, prioritize and organize work effectively.
* Ability to work effectively under pressure and meet time deadlines.
* Ability to make logical decisions and carry out decisions made.
* Ability to analyze and interpret balance sheets and profit and loss accounts.
* Sound credit/risk experience.
* Thorough understanding of loan policy and regulatory requirements, lending procedures and related documentation.
* Ability to work effectively and non-defensively with a variety of personalities.
* Enjoys working with customers and demonstrates excellent interpersonal skills.
* Working knowledge of computers and business software (Excel, Word) and the ability to learn proprietary software.
* Close attention to detail and accuracy.
* Ability to safely operate a vehicle and travel to customer sites.
* Ability to be an attentive and active listener.
* Is able to work effectively and efficiently, both individually and as a team contributor.
* Contributes to the fulfillment of Bank goals and objectives.
* Must have strong communication and organizational skills.
* Ability to work in fast-paced environment and under pressure, as needed.

For more information about our Bank, please visit our website at www.commercestatebank.com.  
   
Commerce State Bank is an FDIC member and is therefore considered a federal contractor.  All qualified applicants will receive consideration for employment without regard to their race, color, religion, gender, national origin, disability or protected veteran status.  It is requested that priority referrals for protected veterans be sent directly to the bank by the state employment service delivery system for any applicable openings.

Equal Opportunity Employer M/F/Disabled/Vet  
   
Cover letter, salary requirements & resume can be sent to: hr@commercesb.com