



2023 Southwest Ohio – Commercial Loan Officer Commercial Lending Group

Cooperative Business Services, LLC (CBS) is seeking a Commercial Loan Officer for the Southwest Ohio (Cincinnati) Region. The successful candidate will have the skills to market an aggressive commercial and business loan program, conduct effective presentations to prospective clients, and earn new, and eventually repeat business.

About the Company: In brief, CBS, LLC is cooperatively owned by the Ohio Credit Union League Services Corporation and eight credit unions. CBS, a credit union service organization (CUSO) founded in 2003, provides business lending services to nearly 140 credit unions across 16 states with an aggregate asset size of over \$35 billion. CBS is headquartered in Cincinnati, Ohio, with additional loan production offices in Columbus, Toledo, Cleveland, and Dayton, Ohio, as well as Kentucky, West Virginia, Indiana, Illinois, Oklahoma, Tennessee, Virginia and North Carolina. CBS has built a reputation for delivering the highest level of service to its credit unions and for offering extremely competitive commercial financing. CBS is one of the top business lending CUSO's in the United States.

The Commercial Loan Officer position is the “face” of CBS.

Expectations for this position include:

- A four-year college degree or comparable combination of education and work experience
- 5+ years direct experience in a sales, customer service, and/or banking
- Commercial real estate experience preferred
- Ability to work in a remote environment without direct day-to-day supervision
- The ability to network effectively, make sales calls and attend industry related events
- Identifying viable loan opportunities and borrowers with excellent credentials
- The ability to obtain information for loan applications and to answer questions about the commercial lending process
- The ability to conduct a cursory review of applicants' financial status, credit, and property evaluations to determine feasibility of granting loans
- The ability to explain to customers the different types of loans and credit options that are available, as well as the terms of those services.
- Position may require limited travel

Please send cover letter and resume to:

JOHN M. SKELDON
jskeldon@cbscuso.com

**CBS, LLC offers a comprehensive benefits package and salary commensurate with experience.
CBS, LLC is an Equal Opportunity Employer.**

www.cbscuso.com