



Job Announcement

Business Development Associate

Golden Pacific Bank, a Division of SoFi Bank, N.A. (“GPB”), is a Sacramento-headquartered community bank serving the region’s business and commercial real estate investor community. GPB is seeking a **Business Development Associate** to support development of new business and the deepening of existing customer relationships. Successful applicants will demonstrate solid business development and interpersonal skills, as well as proficient analytical skills to conduct loan analysis with consideration to market trends, interest rates, and economic conditions.

As a Business Development Associate, you will provide support to the GPB Lending Team in developing and growing commercial real estate loans and commercial deposit accounts. This position is based in GPB’s Midtown Sacramento corporate office and reports to the Chief Credit Officer. You must be knowledgeable with respect to commercial real estate products, underwriting practices, bank lending acts and guidelines, and regulatory requirements.

Duties

- Analyze prospect and customer credit requests to deliver sound loan structure recommendations based on anticipated repayment capacity and other credit criteria; prepare letters of interest. Assist in marketing, developing, and maintaining an existing prospect / customer database.
- Cross-sell other bank services to customers, i.e. commercial deposits, cash management, and personal finance products through SoFi.
- Ensure that sound analysis and lending procedures are followed; act in compliance with GPB’s lending policies at all times.
- Effectively communicate with prospects, customers, lending staff, senior management, etc.
- Develop and implement strategies for production and growth of high-quality loans and strategies to maximize new and existing loan relationships. Complete required training associated with job function.

Position Requirements

- Bachelor’s degree preferred and a minimum of two years of commercial lending experience (or equivalent combination of education and experience).
- Knowledge of SBA 504 loan program considered desirable.
- Demonstrate ability to make sound decisions and business judgments regarding customer requests.
- Excellent written, oral, and interpersonal skills; competency in general mathematical and analytical skills required.

Benefits

Competitive salary package and bonuses ◇ Comprehensive medical, dental, vision and life insurance benefits ◇ Generous vacation and holidays ◇ Paid parental leave for eligible employees ◇ 401(k) and education on retirement planning ◇ Tuition reimbursement on approved programs ◇ Monthly contribution up to \$200 to help you pay off your student/parent loans ◇ Great health & well-being benefits including: telehealth parental support, subsidized gym program, and fully stocked kitchen (snacks and drinks).

Qualified candidates may submit cover letter and resume to cluty@goldenpacificbank.com

We look forward to meeting you!