

This rapidly growing \$300M credit union has a VP Lending opportunity ripe for an executive capable of partnering with an exceptionally qualified executive team and Board to dynamically lead this organization with next generation financial services practices. This individual will oversee the consumer (cards, new/used auto) and mortgage lending programs in their entirety including underwriting, structuring, closing and servicing of portfolios. In addition, the successful candidate will manage implementation of all loan policies, regulations and underwriting standards, procedures and guidelines in partnership with the sales and operations departments. They will be responsible for the direction and management of all lending including market competitiveness, compensation, pricing committee membership and representation in the local community.

The organization is committed to evolving their operations to drive the next generation of sales, service and engagement for its customers. As of mid March, they have hired a leading executive who helped ING Direct become a nationwide success by building the infrastructure and delivery channels. This individual is seeking to capture the full value of their rapidly evolving delivery channels including best in class remote service options (online, mobile, contact center and financial consultants) and the VP Lending will be a key participant in that opportunity and challenge.

One of the key factors that distinguish the organization's delivery model from its peers is their large and ever-increasing number of customers who interact with the organization via the internet and remote services. The organization has embraced this trend and is committing significant resources to establish "best in class" remote service delivery options. They foresee a future where the various "brick and mortar" branch office models currently commonplace in the financial services landscape will give way to the ongoing evolution of ecommerce and mobile banking channels. As a result, in this role they seek a senior lending professional who shares their vision and who is excited to grasp the opportunity today.

The organization offers a strong positive culture with a challenging but supportive executive team and a motivated staff. True teamwork, along with strong growth objectives, is evident throughout the organization, as well as the desire to do well and provide quality service to its customers. As an example of the organization's commitment to embracing the next generation of technology, employees are currently being trained on their own iPad tablet.

This person will join the organization with ten years of experience within a retail financial organization (bank or credit union), five to seven years supervisory experience and a proven record of accomplishment leading and managing high performing lending teams. For more information regarding this opportunity please email [davidhorlock@ddjmyers.com](mailto:davidhorlock@ddjmyers.com).