

VP OF CONSUMER LENDING

USAlliance Financial Federal Credit Union

\$1.5B Assets

Rye, NY

This progressive financial institution is seeking a Vice President of Consumer Lending. USAlliance Financial Federal Credit Union has proudly served its community since 1966 when, with love for technology, they got their start as a credit union for IBM. They have since expanded their reach throughout the Northeast and now serve 90,000 members worldwide. They lead the industry in providing new electronic services to members, and Finovate has recognized their mobile banking app as one of the best in the industry. For its next Vice President of Consumer Lending, USAlliance Financial Credit Union is seeking an innovative, engaging, and strong leader from a sales culture background, with a passion for helping members make their dreams a reality.

As the Vice President of Consumer Lending, you will be reporting directly to the Chief Lending Officer and will develop, implement, and monitor department goals, objectives, and strategies to meet the credit union's needs. Responsibilities of the position are:

- To lead the credit union strategy to acquire lending relationships
- Consumer loan acquisitions
- Member acquisition strategies through all channels
- Develop strategic concept, critical thinking, and mentoring
- Provide successful leadership and strategic direction of consumer lending
- Overall credit administration and consistent review of credit underwriting opportunities to leverage automation
- Ensure productivity standards are met
- Ensure consumer loan credit quality and increase product profitability
- Successfully integrate loan objectives, opportunities, and resources to achieve loan growth goals
- Build positive relationships with senior leaders and collaboratively obtain full support from other departments
- Collaborate with colleagues across the organization to accomplish the credit union's goals
- Develop processes to improve effectiveness in the consumer lending area

Top tier candidates will possess:

- Bachelor's degree in Business, Management, or equivalent is preferred
- A minimum of seven years of experience in consumer lending
- A minimum of three years of management experience
- Ability and availability to travel interstate as needed for training, meetings, or events
- The ability to coach, develop, and mentor staff
- A strong ability to identify, analyze, and solve problems
- The ability to recognize management problems and develop solutions

Benefits include medical, dental, and vision insurance; a bonus/incentive program; 401k plan with up to a 6% match by the credit union; generous paid time off; flexible spending accounts; life insurance; and a gym membership reimbursement program. Salary will range from \$115,900 to \$173,900.

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