

Position Summary

Farmer Mac's Institutional Business (IB) group is looking for a dynamic candidate to fill an exciting role. The IB group is mandated to generate new business as well as close securities transactions with institutional counterparties. The Associate - Institutional Transactions will support the Manager – Institutional Transactions in closing deals. The role is ideal for bright candidates who are passionate about deal structuring and execution, and are looking to make a difference to the organization's bottom line.

The People You Will Work With

The position will report directly to the Vice President – Institutional Business. The position will work with other members of the Farmer Mac Institutional Business team and liaison with other groups within the company.

Where and When You Will Work

Work is to be conducted at Farmer Mac's headquarters at 1999 K Street NW, Washington, DC. Business hours are Monday through Friday 8:30 am to 5:00 pm Eastern Time. Work outside of these times may be required for planned and unplanned activities for the purposes of completion of a time sensitive project or attendance of off-site meetings or events.

Responsibilities

- Responsible for management of the purchase/sale of collateralized corporate loans and agricultural mortgage securitizations
- Coordinating required disclosure as well as securitization related documents (term-sheets, purchase pledge, and servicing agreements, prospectus supplements etc.)
- Liaison with all internal and external parties involved in the transaction including, internal and external legal counsel, trustees, accounting firms, trading desk, business development management and other transaction stakeholders
- Ability to interact with traders, structurers, legal counsel, accountants, and trustees
- Must be proficient in effectively communicating highly complex transaction requirements and deadlines to internal and external participants
- Responsible for identifying and resolving issues in a timely manner to ensure that all deals close at the designated time

Experience and Qualifications

- 0-3 years of experience in a consulting or financial company in an operations, sales, or marketing role
- Strong communication skills
- Detailed oriented
- Highly organized
- Ability to work well in a collaborative and fast paced environment and achieve results across multiple areas of focus simultaneously
- Enthusiastic, proactive team player
- Calm, reasoned approach and ability to complete deals in a timely manner
- Support Farmer Mac Brand Values

Education

- Bachelor's degree in related field (operations, finance, business etc.)

About Us

At Farmer Mac, everything we do is inspired by our mission, our promise and our values. We are a diverse group of talented, engaged, and passionate individuals who are committed to bringing vitality to rural America through innovation, collaboration, and excellence. This team embodies these principles that have guided Farmer Mac since its inception and help us to serve as a champion for rural America. Candidates for this position must share the same appreciation for rural America and should, want to devote a career to serving those who help set the global standard in agriculture and rural utilities while advancing the livelihood of rural communities.

Farmer Mac's Mission

Farmer Mac is committed to help build a strong and vital rural America by increasing the availability and affordability of credit for the benefit of American agriculture and rural communities.

Farmer Mac's Promise

To build a strong and vital rural America through innovation, collaboration, and excellence.

Farmer Mac's Core Values

Stewardship

Innovative Thinking

Unrelenting Excellence

Passion for Rural America

Unparalleled Service

Collegial Collaboration

Absolute Integrity

One Farmer Mac

Farmer Mac is an equal opportunity employer.

NO EMPLOYEE OR JOB APPLICANT WILL BE DENIED OPPORTUNITIES OR BENEFITS AT FARMER MAC BASED ON RACE, RELIGION, COLOR, SEX, AGE, NATIONAL ORIGIN, DISABILITY, VETERAN STATUS, CITIZENSHIP STATUS, GENETIC INFORMATION, OR ANY OTHER BASIS PROHIBITED BY APPLICABLE LAW.