

Manager - Institutional Business Development

Position Summary

This role is a critical part of the Institutional Business Development (IBD) department, which oversees delivery of innovative structured finance solutions to large and sophisticated institutions such as agricultural funds, banks, agricultural businesses, and insurance companies. Solutions offered by Farmer Mac include portfolio loans, capital optimization, credit protection, liquidity, and securitization of agricultural loans.

The IBD department is not only responsible for prospecting new business, but also development of new/custom products, management of all aspects of deal negotiation and execution, coordination with various internal and external teams, and ensuring compliance with internal policies and regulations. IBD team has strategic oversight of approximately 40% of the book of business of Farmer Mac.

The Manager - IBD is accomplished, performance driven, collaborative, and has acute attention to details.

With Whom You Will Work

The position will report directly to the Executive Vice President - Chief Business Officer, working closely with external institutional clients as well as Farmer Mac Syndication and Treasury teams.

Where and When You Will Work

The position will be based in Farmer Mac's headquarters located at 1999 K Street NW, Washington, DC. Core business hours are Monday through Friday 8:30 am to 5:30 p.m. eastern time. Work outside of these times may be required for planned and unplanned activities to complete time sensitive projects or to attend off-site meetings or events. Periodic travel is expected of this position.

Primary Responsibilities and Duties

- Participate in coordinating lender outreach efforts and messaging, consistent with Business Plan goals
- Identify new business opportunities and resources, internal and external, to maximize the potential
- Provide timely market intelligence and input to loan pricing and deal structure
- Build and expand existing loan purchase channels by streamlining the delivery mechanism while maintaining loan quality at acceptable levels
- Act as relationship manager for key relationships
- Coordinate with Farmer Mac internal and external service providers and vendors to maintain high-quality customer service
- Act to ensure adequate control policies, procedures, and practices exist in the business development and marketing areas. Quickly respond to review findings that point to the need for process improvement or enhancement
- Create unique/custom solutions for each institution based on their needs
- Build relationships with various constituents within the agricultural industry

- Originates, structures, and distributes syndicated debt products for existing and new investors of Farmer Mac's commercial business lines
- Supervise teams managing deal negotiation and execution
- Complete other duties as may be assigned

Desired Skills and Qualifications

- Proficiency in operating in a computerized office environment, with solid ability in all MS Office applications, focused on PowerPoint, Outlook, Excel, and Word
- Uncanny creativity to develop innovative products and solutions for Farmer Mac's institutional customers
- Highly detail-oriented, conscientious, analytical, diligent, and a team player with a record of progressive career advancement in positions of increasing levels of authority and scope
- Ability to take a methodical approach to collecting information, working with numbers, analyzing problems, and finding innovative solutions
- Ability to make decisions with uncertain or incomplete information
- Thorough knowledge of financial instruments and loan and loan guarantee pricing
- Ability to simultaneously handle numerous work priorities
- Strong verbal and written communication skills, with the ability to communicate effectively to internal and external stakeholders

Education and Experience

- Bachelor's degree in economics, business, finance, or relevant work experience
- Minimum of 10 years of experience in marketing and sales to financial institutions
- Minimum of 4 years of supervisory experience

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

Unparalleled Service

Innovative Thinking

Collegial Collaboration

Unrelenting Excellence

Absolute Integrity

Passion for Rural America

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.