

Manager – Pricing

Position Summary

Farmer Mac's Balance Sheet Management team is seeking a Manager - Pricing to lead funds transfer pricing (FTP) methodology, processes, and analysis for the organization. The position plays an important role in helping Farmer Mac to achieve its strategic objectives by delivering essential information that helps drive optimal decisions and incentivizing the business through a risk-adjusted framework. This position focuses on quantifying different elements of risk, such as rate risk and liquidity risk, in Farmer Mac's overall process of managing risk-adjusted returns.

The People You Will Work With

The position will report directly to the Vice President – Balance Sheet Management within the broader Finance team. The position will also interact extensively with other departments within Farmer Mac, including Treasury, FP&A, Asset/Liability Management, Business Lines, Enterprise Risk, and Information Technology.

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

This position is responsible for the management and operation of all core responsibilities of Farmer Mac's pricing function. The function includes, but is not limited to:

- Manages ongoing maintenance and development of pricing methods for both existing and new businesses and products on the balance sheet
- Drives FTP methodology development and enhancement agenda, ensuring coordination with the Balance Sheet Management team and business partners
- Oversees FTP governance communication with relevant business line, treasury, finance, and risk teams
- Manages the preparation of FTP reporting and collaborates with the FP&A team to support profitability reporting; assists the FP&A team and business lines with forecasting FTP and explaining FTP drivers
- Serves as liaison between Treasury and the business lines in matters relating to asset pricing; provide subject-matter expertise in asset pricing, structuring, and analytics to business lines

- Promotes transparency, documentation, and process controls for the FTP process; manages, reconciles, and maintains the integrity of the rate-lock process
- Reviews pricing runs for all transactions to confirm the accuracy prior to documenting, recording, and funding; works closely with Treasury and data teams to ensure all rate-locked transactions are assigned the appropriate FTP rate
- Operates within Farmer Mac's risk appetite; achieves results by consistently identifying, assessing, managing, monitoring, and reporting risks of all types
- Provides balance sheet management and product pricing analyses to aid management decisions related to balance sheet growth opportunities
- Oversees development of FTP cash flow modeling in Quantitative Risk Management (ALM software)
- Leads or participates in cross-functional teams to achieve a variety of ad hoc analyses and projects
- Supervises day-to-day work of junior-level associates

Desired Skills and Qualifications

- Background and/or strong familiarity in accounting and finance
- Knowledge of pricing and treasury processes, including quantitative approaches
- Detail-oriented and highly organized
- Able to think critically yet creatively; intellectually curious
- Strong analytical and problem-solving skills
- Experience with quantitative modeling software and tools; experience with QRM Framework preferred
- Good verbal and written communication skills, including presentation of financial analysis
- Strong work ethic and self-motivation
- The ability to work well in a team environment
- Strong Microsoft Excel, SQL, and data skills
- Experience with reporting and automation tools (SAS, Tableau, Power BI) a plus

Education and Experience

- Four or more years of experience with pricing services, asset/liability management, financial modeling, or treasury analysis either in a consulting environment or at a financial institution with a focus on pricing of financial transactions
- Bachelor's degree in Finance, Accounting, Economics, or other related field from an accredited college/university
- Master's degree, CPA, CFA, or FRM a plus

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.