



Position Specification

Farmer Mac

Director, Senior Credit Risk Officer

Our Client

Farmer Mac (Federal Agricultural Mortgage Corporation) was established in 1988 to be the premiere secondary market for US agricultural credit. At once a for-profit (NYSE: AGM) and a mission-driven organization, Farmer Mac is committed to a strong, vital rural America <http://www.farmermac.com> by increasing the availability and affordability of credit for American agriculture and rural communities.

Farmer Mac offers a broad portfolio of flexible solutions to increase access to capital and reduce the cost of credit for rural America. For agricultural lenders or rural utility cooperative lenders, Farmer Mac provides access to low-cost capital to manage interest rate risk, credit, and concentration risk.

With over \$22 billion in assets, our client has a highly engaged workforce of nearly 150 people who are committed to the mission. Given the strength of the team, excellent asset quality and favorable regulatory relations, the President and CEO, and Senior Leadership, along with the Board of Directors, have completed a strategic plan committed to accelerating growth.

The Opportunity

The new Senior Credit Risk Officer (SCRO) will share responsibility for the oversight of and credit approval for all of Farmer Mac's lines of business, along with two peers. The SCRO will have the opportunity to help shape credit policy particularly for newer lines of business, including agribusiness, telecommunications, and project finance. This includes commercial and syndicated loans with market-based structure and covenant packages.

Location

The Director, Senior Credit Risk Officer will ideally be based at Farmer Mac's suburban Des Moines, IA office. Remote work may be negotiable for a highly qualified candidate. Occasional travel will be required.

Reporting Relationships

The position will report directly to the Chief Credit Officer and will work with other members of the Credit Team. The position will also interface with Farmer Mac's regulator and other key Farmer Mac internal constituents, including Business Development, Underwriting, Closing, Operations and Enterprise Risk.

Responsibilities

- Review and approve credit requests in all of Farmer Mac’s lines of business based on delegated lending authority
- Provide guidance to members of the underwriting team on loan structure and overall acceptability of credit risk in a lending transaction
- Influence credit committee decision making in meaningful way based on experience and understanding of agricultural markets
- Contribute to development and monitoring of Farmer Mac’s overall credit risk policies, guidelines, and risk appetite
- Interact with regulators and internal and external auditors

Candidate Qualifications

- 15+ years progressive responsibility in credit risk and/or portfolio management roles in a production agricultural or agribusiness banking environment at a farm credit or regional or national commercial bank
- Proven ability to analyze credit packages and make timely, educated, and confident decisions
- Experience with agribusiness, rural electric cooperatives, telecommunications and project finance loans desired
- Farm Credit Administration and Farm Credit System experience a plus
- Experience with commercial and syndicated loans having market-based structure and covenant packages
- Strong verbal and written communication skills with the ability to communicate effectively to senior management
- Excellent familiarity with loan underwriting and risk rating standards, including experience with implementation of credit risk guidelines and methodologies across the agricultural spectrum
- Confidence to operate independently and firmly, when required, while maintaining commitment to transparency and effective collaboration

Education:

Bachelor’s degree in agricultural economics, business, finance, accounting, or similar discipline.

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