



**Position Opening:** Senior Commercial Lender  
**Department:** Commercial Lending  
**Location:** (Liberal, Kansas) Southwest Kansas Region  
**Status:** FT Salary  
**To Apply:** <https://www.equitybank.com/about/culture/job-opportunities/>

*Jump start your career at **Equity Bank!** We are currently hiring energetic, team oriented, and community focused individuals to join our team! With a team of best-in-class customer service experts, you'll help to build and expand on client relationships, deliver the banking products and services that meet the unique and individual needs of clients, and create and uphold an atmosphere of superior experience and service. At Equity Bank we'll help you invest in your community through volunteer opportunities which align with our company initiatives and core values.*

### **Responsibilities and Expectations**

The primary responsibilities of the position will be to lead the team of local commercial lenders and to help them achieve their growth goals which are in alignment with the goals of the community markets. This person would be expected go on business development calls with lenders and offer suggestions and ideas for new business development. The position will be expected to help lenders structure deals and navigate through the credit and loan operation processes.

1. Lead the Commercial Lending process for the region/markets
  - Manage the commercial banking staff
  - Manage local commercial loan portfolio
  - Recruit and train staff when necessary
  - Maintain a high level of morale and preserve the culture
  - Maintain focus on commercial banking target market
  - Be active in the community serve on appropriate civic and business committees/boards in the community
  - Achieve profitability for the Market at desirous levels
  
2. Lead, manage and drive sales activities of the Bank in the region/markets
  - Achieve loan growth goals per annual budget and five year plan both individually and as a team
  - Create strong sales culture
  - Track performance and coach as needed
  - Schedule and make customer and prospect calls both direct and with other team members
  - Build prospect lists
  - Regularly scheduled sales meetings
  
3. Maintain good credit quality at the market level
  - <1% past 30 days at each quarter end
  - <15% technical exceptions each quarter end
  - Accurate risk code ratings
  - Attend loan meetings when necessary
  - Work with all other departments of the bank when necessary
  
4. Perform other duties as assigned or required.

## **Required Skills & Education**

- At least 10 years of experience in commercial lending and lending supervision
- Excellent interpersonal skills and professional manner
- Computer skills, especially the ability to work in Windows based systems
- Maintain a working understanding of and comply with, banking regulations, bank policies, and procedures.

## **Who we are**

Equity Bank, a full-service, \$5 billion community bank, is based in Wichita, Kansas, with 67 bank offices throughout Kansas, Missouri, Arkansas, and Oklahoma.

At Equity Bank, you can find exciting opportunities to challenge you, expand your skills, and reward your contributions. Our employees receive competitive compensation and benefits, while working in an atmosphere that encourages personal and professional growth. We're searching for motivated individuals who are passionate about serving others, learning new technologies, and working as part of a team.

Equity Bank offers a full range of financial solutions, including online and mobile banking, commercial loans, consumer banking, and mortgage loans, treasury management service, the best solutions for your business, and absolutely zero ATM fees, anywhere.

## **What's in it for you?**

We believe your benefits are an important part of your overall compensation package. We work year-round to ensure that we provide our employees with the most up-to-date, competitive program. We thoroughly evaluate our benefit plans and strive to provide quality benefits that support the physical and financial well-being of our employees and their families.

Benefits Available:

- Health, Dental & Vision Insurance
- Group Life & Long-Term Disability Insurance
- Flexible Spending & Health Savings Accounts
- Group Cancer Insurance
- 401(K) Retirement Plan w/ Company Match
- Generous Vacation & Sick Time
- Employee Stock Purchase Plan (ESPP)
- Pet Insurance
- Retail Banking Benefits

## **Find your future at Equity Bank!**

*The above statements are intended to generally describe the nature and level of work to be performed by most people assigned to this job. It is not intended as an exhaustive list of all responsibilities, duties, and requirements.*

## **Physical Requirements**

*This position requires standing, walking, bending, and squatting on a regular basis. May require the ability to stoop, kneel, crouch or reach with hands and arms. Requires the ability to carry, lift, move or push up to 25 pounds on an occasional basis. Must be able to talk and listen to others.*

## **Work Environment**

*This position regularly works in an office setting. Most of the job duties require the employee to be working with computers and electronic media on a regular basis.*

***Equity Bank is an equal opportunity employer and will not make employment decisions based on an applicant's race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.***