

Vice President of Consumer Lending Opportunity

Are We The Company For You?

At Greylock Federal Credit Union (\$1.6B, Pittsfield, MA) we are guided by our IDEA principles – Inclusion, Diversity, Equity, and Accessibility – to support a workforce that reflects our community in western Massachusetts, Columbia County, New York, and Bennington County, Vermont. We have a mission and goal of building a diverse workforce - reflecting multiple identities - and supporting our diverse communities.

Our team is deeply committed to three key components: High quality financial services for all; placing the member first; and meeting people where they are. Each of our employees holds these principles at the heart of how they serve. Our VP Consumer Lending has the opportunity to live these daily in leadership to his/her/their team and in how you support the lending needs of our members. Aligning with these principles and our core values of passion, compassion, integrity, creativity, stewardship, and fiscal responsibility will make Greylock and you a right fit.

Is This the Career for You?

Under the general direction of the Chief Lending Officer, the VP Consumer Lending serves as a strategic partner charged with creating the vision, setting the strategy, and building the indirect and direct auto lending, credit cards, and personal loans. You will ensure that all aspects of building this line of business are within established credit union policies, strategies, and procedures.

Top candidates will have a member-first approach to all areas of lending while building their loan team up to be highly effective. A guide for others, you will develop, recruit, hire, train and coach team members to consistently meet or exceed consumer lending goals. You understand that when you focus on people first, the results will follow.

The VP Consumer Lending will be committed to continuous learning, using that knowledge to strategically develop and implement marketing strategies that grow our indirect, direct, and credit card lending portfolio.

In addition to guiding the day-to-day lending processes, you will manage partnerships with automobile dealers and other key stakeholders—including responding to lending-related audit examinations and audits. Staying abreast of regulatory compliance and updating the staff and procedural changes are vital to success.

Let's Get to Know Each Other

To apply, send a letter that describes why Greylock is the place you want to bring your talent. Tell us about how you have developed others and grown lending portfolios using your leadership skills and lending experience.

Include a resume or link to your LinkedIn profile to show a bachelor's degree in business administration or its equivalent in specialized coursework and training in lending and 5+ years of related experience in consumer lending plus 2 years in a management role.

A cover letter and resume are required to complete your application.

Apply Online: <https://bit.ly/3AsXKsr>

Or Send Your Cover Letter and Resume to: info@humanidei.com