



Join our established, fast-growing organization and learn from the Nation's first local green bank. You'll have the chance to lead, build, and shape the organization's future, while accelerating your personal and professional growth.

Organization: Solar and Energy Loan Fund (SELF)

Job Title: Loan Officer

Classification: Exempt under FLSA

Location: Hybrid Remote- this position must be in person, in the field, in South Florida's Brevard or Broward County, preferably the Miami area, but is not required to regularly report to an office.

Salary Range: \$75,000-\$95,000 (commensurate with experience) plus bonuses based on performance.

About SELF:

SELF is a national award-winning non-profit Community Development Financial Institution (CDFI) with a mission to rebuild and empower underserved communities by providing access to affordable and equitable capital to homeowners, landlords, developers, contractors, and small businesses to help transition communities towards an inclusive clean energy economy. Founded in Florida, SELF has expanded and now serves most of the Southern United States. Due in part to the recent passage of the Inflation Reduction Act, there is historically unprecedented momentum toward clean energy and home resilience. As the country's first local Green Bank, and an established and proven pioneer of climate equity, there is need for SELF to lead this national movement. Thus, SELF is rapidly growing and hiring—a position with SELF provides enormous career growth opportunities while doing work that matters.

Position Overview:

SELF is looking for an experienced loan officer to build a pipeline of clients and contractors to grow SELF's South Florida market. The Loan Officer will engage in extensive community outreach and contractor recruitment. The Loan Officer will work with clients to identify their needs and will explain to clients the different types of loan programs available. The Loan Officer will originate loans for clients, analyze eligibility, and interact with the underwriting department. The Loan Officer will ensure excellent communication and client satisfaction from loan initiation, through project coordination, to loan closing. The loan officer will be required to meet loan goals.

Experience and Skills:

- Minimum of 3 years of experience as a loan officer.

- Loan originating and customer relations in consumer (unsecured) loans and at least one other of the following loan types is **required**: commercial/commercial rehab, construction, and mortgage/housing.
- The loan officer must have the ability to analyze and determine the ability to repay based on cash flows, both personal and business.
- Experience with CDFIs, community development, impact investment, or community banking is preferred.
- Candidates who are bilingual—English and Spanish, or English and Creole, will take preference.
- Basic knowledge of home renovations, including AC, roofs, impact windows and doors, solar energy, and energy efficiency is desirable.
- Experience with solar sales and financing is highly desirable.
- Excellent written and verbal communication skills as well as exemplary customer service and people skills.
- Comfortable with public speaking and training others.
- Ability to collaborate and communicate with a team while also being innovative and a self-starter.
- Experience working with nonprofits and low-to-moderate income communities preferred.
- Highly competent using mobile technology and financial technology (fintech) as a daily working tool.
- Previous track record in loan closings.
- Experience walking clients through loan closings.
- Proficient with Microsoft Office Suite.
- Experience with Salesforce, financial software, or other CRMs is required.
- Willingness and ability to travel throughout the region.

Essential Duties and Responsibilities:

- Responsible for client and contractor relations, loan documentation, and loan closings.
- Collection of financial information and performance of loan pre-qualification assessment.
- Assist clients with product selection, prescreening contractors, fair pricing, project coordination, and loan processing.
- Build collaborative relationships with local contractors and government partners to accomplish program goals.
- Extensive community engagement with local government stakeholders and clients, public forums, community meetings, and social media.
- Build a local contractor network of home improvement companies—roofing, impact windows and doors, air conditioning, and green energy.
- Work with SELF's Executive Team and Marketing Director on strategies to reach low-to moderate-income homeowners.

Physical Demands and Vision and Hearing Requirements:

This is an office position, however, the ability to lift up to approximately 20 lbs. may be necessary. Ability to communicate with internal and external clients via phone, email, video calls, and text is a daily expectation. SELF will make reasonable accommodations to help some physically challenged employees.

Top Benefits and Perks:

We provide a comprehensive medical, dental, and vision benefits; and a 403(b)-retirement plan with up to 5% match; performance-based bonuses; 12 paid holidays; a minimum of 21 days of paid leave; and paid leave to volunteer—something SELF is passionate about.

Apply:

If you are interested and ready to join a national leader that provides innovative financing and technical assistance to communities across the nation to achieve an inclusive and equitable clean energy economy that benefits ALL Americans, please submit a resume on our website at <https://solarenergyloanfund.org/careers/>. Once a resume is received, and all initial requirements are met, the SELF Talent Acquisition Team will email candidates additional skills and experience questions. Upon receiving sufficient answers, candidates may receive an invitation to complete a skills assessment for SELF to evaluate their overall knowledge in lending. Inquiries welcomed.