**Job Summary**

**Company:** Pursuit

**Location:** Chicago, IL

**Industries:** Financial Services

**Job Type:** Employee - Full Time

**Title:**  AVP Senior Business Development Officer

**Who We Are**

**Pursuit is a community-focused lender that provides small businesses with affordable loans and resources so that they can reach higher, transform, and grow. That transformation may start with an individual borrower, but ultimately extends into the broader community, taking shape as new employment opportunities, economic development, and positive change.**

**What We Do**

**For more than 65 years, we have been 100% invested in the success of our clients. Pursuit offers a suite of innovative financing products designed to expand access to capital for small businesses. Our range of loans and lines of credit range from $10,000 to $5.5 million for businesses ready to make their next big investment. As a mission-focused lender, we have designed our application processes and loan terms with more flexibility than traditional banks. Our signature loan programs include commercial real estate financing, general business funding, and fast business funding through a digital platform. We leverage deep, long-term relationships with banks and community partners to serve clients in New York, New Jersey, Connecticut, and Pennsylvania. We are currently expanding our nonprofit Community Development Financial Institution (CDFI) arm of Pursuit to serve small businesses in Chicago, Illinois.**

**About the Job**

The Assistant Vice President (AVP) is responsible for working directly with banks, business service organizations, associations, chambers of commerce, economic/community development organizations, professional service firms, lending organizations, and others to secure client referrals and acquire loan customers. The AVP position is with our CDFI arm of Pursuit and the geographic focus is the City of Chicago metropolitan area.

This position will also be responsible for assisting with business advisory services, which include pre- and post-loan technical assistance. The AVP will work with members of the Pursuit business advisory team on an ongoing basis to help assess client needs and pair them with services to help them grow.

**Duties and Responsibilities**

* Maintain expert familiarity with Pursuit Community Finance products and those of its affiliates.
* Maintain a network of community partners, bankers, and referral partners, and secure new channels for client acquisition.
* Engage in strategic networking to develop new partners and clients.
* Quickly understand business conditions, conduct business assessments and be able to provide feedback and guidance to potential clients on the appropriateness of various products.
* Nurture and advise clients to help resolve access to capital barriers, with a focus on loan readiness, loan packaging, and addressing challenges to accessing capital.
* Conduct follow-up assessments and check-ins with clients.
* Manage engagements to ensure quality service and work, together with other staff, to ensure that all Pursuit goals and funder goals are met or exceeded.
* Develop new ways to engage clients in consulting services and business advisory offerings.
* Manage reports and IT systems related to tracking and reporting on consulting engagements.
* Work with other staff to develop content that provides value to small business owners, especially Pursuit borrowers.
* Support efforts related to new grant proposals and reporting to funders, including monitoring and measuring program outcomes as needed.
* Additional position related duties and responsibilities as assigned by supervisor.

**Position Specifications:**

* Bachelor’s degree required.
* Master’s degree in business administration, public administration, or related field a plus.
* Clear communication, sales, presentation & interpersonal skills.
* Minimum of 3-5 years’ experience in small business lending/credit, business development in financial services industry, economic/community development, or related field in Chicago market.
* Self-starter with ability to set and manage timelines and outcomes to help Pursuit quickly establish a presence in the Chicago market.
* Multilingual candidates are encouraged to apply.
* Final candidates must be able to pass all pre-employment screenings, including a background, criminal and credit check, and drug testing.

**Essential Functions**

* Ability to communicate effectively.
* Ability to manage deliverables and goals effectively.
* Ability to travel and visit clients in the Chicago metropolitan area.

We will give consideration to and provide training for veterans interested in a career in finance/banking provided that the applicant has completed at least two years of college with an accredited institution with a concentration in finance.

**What We Offer**

A collaborative environment of mission-focused professionals dedicated to helping communities and economies grow through business lending. We seek individuals who want to blend a career in financial services with a career serving others. Pursuit extends its employees competitive salaries and a range of benefits including, including but not limited to:

* Health Insurance, generous employer premium contribution
* Fully paid Dental, Vision, and Life Insurance
* Generous 401(k) match
* Flexible spending account
* Holiday and Paid Time Off
* Educational assistance after two years of employment
* Summer work hours

**How We Help**

**We believe that when local businesses thrive, they provide good, stable jobs, recycling the money they spend back into the community to help it grow. Our loans are offered with affordable rates to ensure that our clients can continue growing and positively impacting their neighborhoods. While** [compelling founders’ stories](https://pursuitlending.com/topics/success-stories/) **are what drive us every day, we are proud to work with small businesses at scale:**

**$4+ billion lent, $1.2 billion in the last 5 years**

**$2 billion portfolio of small business loans**

**70,000+ jobs created**

**10,000+ loans to small businesses**

**10,000+ hours of advisory and educational services**

Based on our compensation benchmarking survey, the estimated salary range for this position is $60,000 – 90,000 and is commensurate with education and experience.

We are an Equal Opportunity Employer and comply with all applicable federal, state, and local laws regarding nondiscrimination.