

Access to Capital for Entrepreneurs, Inc. www.ace loans.org

ACE is an equal opportunity lender, provider, and employer.

Access to Capital for Entrepreneurs (ACE) is looking for qualified candidates to fill a **President of Business Development** position.

The President of Business Development for ACE serves as the leader of lending activity and program services to drive greater market presence in line with the growth goals for the lending portfolio. ACE is an equal opportunity lender, provider, and employer. The position is based in Atlanta and is regular full-time exempt with benefits.

Email cover letter, resume, and salary requirements to fricks@ace loans.org by March 9th. Use job title in subject line. No phone calls, please.

ACE is a 17-year old AERIS-rated Community Development Financial Institution (CDFI) specializing in helping small businesses to grow through combining capital with coaching and connections. With a downtown Atlanta office, headquarters and back office in rural North Georgia, and a SBA Women's Business Center in Gwinnett County (the most diverse county in SE United States), ACE has loaned \$49MM to more than 800 businesses who created 6,900 jobs. Loan amounts currently range from \$15,000 to \$500,000 with an average loan size of \$145,000. ACE serves 68 counties including rural Appalachia and metropolitan Atlanta. ACE has grown 500% since 2011 and is currently implementing a 5-year strategic growth plan with an increased loan maximum and average loan size of \$200,000. Our corporate structure is a 501(c)3 Georgia not-for-profit and our culture is entrepreneurial. Our website is www.ace loans.org.

Job Description – President of Business Development

The President of Business Development will serve as the leader of lending activity and program services to drive greater market presence in line with the growth goals for the lending portfolio.

Location: Based in Atlanta office

Core Areas of Responsibilities

- Recruits, hires, coaches, trains and holds accountable a team of 3-5+ Loan officers with emphasis on growing portfolio while enhancing a strong entrepreneurial education and support culture
- Along with the CFO and Chief Credit Officer (CCO), is responsible for implementation of growth and strategic direction identified in ACE's 5-year self sustainability growth plan
- Business development focus is on developing robust, strategic referral partnerships with financial institutions, and other referral intermediaries to maximize deployment within target markets
- Sets annual loan goals and measures performance attainment for that growth plan
- Leads the design and implementation of loan products by working closely with CCO and other key staff to identify (and refine) products that are appropriate for ACE target markets
- Oversees Chief Program Officer for efficient and effective operation of the ACE place-based initiatives, SBA Women's Business Center and entrepreneurial education
- Owns marketing and communication efforts, and will work closely with staff and/or contractors to identify marketing messages, develop supporting collateral and communicate expectations for consistent messaging amongst lending and program staff
- Elevates ACE's brand and presence within the target markets
- Coordinates with CFO and CCO to ensure smooth operational handoffs and to improve alignment of programs and lending
- Serves on the management team with CEO, CCO and CFO
- Identifies strategic business development opportunities for ACE

- Attends Board meeting and interacts with Board as needed
- Attends and presents at events that will promote ACE

Desired Experience / Attributes

- Must have grown and managed their own loan portfolio
- 10+ years of managing and empowering high performing teams in a fast-paced and rigorous lending environment
- Understanding and passion for ACE's mission and the pursuit of self-sustainability
- Demonstrated understanding of the challenges of borrowers in underserved segments
- Data-driven decision maker; self-starter
- Committed to inclusion
- Preferred but not required: deep banking relationships in Atlanta-Metro market; relationships with potential non-bank funders or supporters a bonus

Reports to – President and CEO

2/5/2018