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PERSONNEL SPECIALISTS SINCE 1968

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BANK PERSONNEL NEWSLETTER

Volume 105

MANAGERS

JM1 EXECUTIVE VP – SENIOR

LENDER: “Ability to supply analysis of raw financial data to provide critical decision-making information.” Management of lending operations of the bank with regard to setting rates, policy, supervising loan department. Strong business development in agricultural, consumer and commercial market. Responsible for bank’s day-to-day operation and compliance. Extensive Commercial lending experience. IA. \$80,000 base. **Contact Judy Meyer at 800-394-6638.**

JM2 EXECUTIVE LEVEL MGMT:

Over 25 years experience impacting the performance of multi-million dollar organizations, operations and ventures through strategic fiscal platforms. Operation lines of credit, machinery and equipment loans and leases. Compiles financial information for balance sheets, cash flows, crop marketing plans, crop insurance and crop input needs. MN, IA. \$80,000. **Contact Judy Meyer at 800-394-6638.**

TJ3 PRESIDENT: Record of achievement turning around troubled banks. Proven record with real estate, residential, commercial and ag loans. Served in variety of capacities including CEO, COB, CCO, Chief Compliance Officer and Internal Auditor. Track record includes complete restructure/clean-up of special assets. Demonstrated business development skills by achieving growth in assets of 50%. **Contact Tammy Jensen at 877-813-0591.**

JM4 PRESIDENT—SENIOR

LENDER: Chief Lending Officer for \$30MM loan portfolio consisting of commercial real estate, commercial operating lines of credit and single family home loans as well as participation loans. Managed \$12MM investment portfolio including MBS, Agencies and Municipal Bonds. Over 10 years in Safety and Soundness and Compliance background. Has analyzed financial data and prepared detailed and complex examination reports. SD, MN, IA. \$Open. **Contact Judy Meyer at 800-394-6638.**

TJ5 SENIOR VICE PRESIDENT/

PRESIDENT: Twenty years in commercial and ag lending. Senior VP and Trust Officer managing \$100MM+ commercial loan portfolio with multiple locations. Managed trust department. Achieved preferred lending program status; reduced classified assets significantly. \$90,000 plus. IL, IN. **Call Tammy Jensen at 877-813-0591.**

JM6 SENIOR VICE PRESIDENT/

BRANCH MANAGER: “Bankers banker—excellent lender.” Proven manager of daily activities of branch and asset growth. Performed loan underwriting and servicing duties for bank, handled bankruptcies, foreclosure, and mediation for all branches. Community-minded business growth lender. \$85,000. MN. **Contact Judy Meyer at 800-394-6638.**

JM7 CHIEF LENDING OFFICER:

“Highly organized and credit responsible” for his \$18-\$25MM portfolio, working 50% ag related credits. Loan Committee Chairman for five locations. Supervises six loan officers, two processors, as well as a closing

officer. Responsible for collections when a credit becomes troubled. Experienced with repossession, litigation, mediation, bankruptcies and foreclosure. IA, MN, IL. \$90,000. **Contact Judy Meyer at 800-394-6638.**

TJ8 SENIOR LENDER/PRESIDENT:

Fifteen years as community bank president. Strong in compliance (loan and deposit). Commercial, ag, real estate and consumer lending experience. Extensive work with SBA loans. Reference says, “Excellent banker. Turned bank around.” IA, MO, NE. \$90,000 plus. **Call Tammy Jensen at 877-813-0591.**

TJ9 SENIOR LENDER/PRESIDENT:

Responsible for multiple branches working with loans, loan management, operations. Successful growing deposits, reducing delinquent loans while increasing portfolio. Excellent NIM and ROA. Innovative problem solver. In-depth knowledge of ag financing. BS/MA. \$80,000+. Midwest. **Call Tammy Jensen at 877-813-0591.**

TJ10 SENIOR LENDER/MANAGER:

Prepared loan audit reports, annual budgets, Built loan volume to over \$125MM and investors received 12-18% returns annually. NE/IA. \$80,000 to \$120,000. **Contact Tammy Jensen at 877-813-0591.**

JM11 EXECUTIVE VP OPERATIONS:

“The man of many hats in this \$80MM bank.” He has more than eight officer duties and is responsible for \$10MM in loans with more than double that in responsibility loans. Over 20 years experience. \$90,000. IA, MO, IL. **Contact Judy Meyer at 800-394-6638.**

LOAN OFFICERS

JM12 AG LENDER: "Eager and willing to learn." Recent college graduate in Finance and Economics. Experience working a summer position making and closing consumer loans. Strong agriculture background, seeks an ag lending position. MN, ND, IA, WI, IL. \$35,000. **Contact Judy Meyer at 800-394-6638.**

TJ13 AG LENDER: Six years experience in banking. He has been ag lender with current bank for five years. Originates and underwrites ag real estate, equipment, livestock loans. Works extensively with FSA Guaranteed Loan Program. Also experienced with Farmer Mac programs selling ag and commercial loans. BS in Business. Prefers MO or NE. \$54,000 plus. **Contact Tammy Jensen at 877-813-0591.**

JM14 MORTGAGE LOAN OFFICER: Twenty years experience in the mortgage loan business. Marketed financial services, developed relationships that will continue to refer mortgage leads to the mortgage department. Developed a variety of marketing initiatives for the mortgage department, trained new officers to develop business. WI, MN, IL. \$65,000. **Contact Judy Meyer at 800-394-6638.**

JM15 ASSISTANT VP AG/COMMERCIAL LENDER: "He handled 99% of the ag loans." Eight years lending experience. Promoted growth in the commercial, ag, consumer and mortgage loan portfolio by building relationships within the community. Analyzed delinquent accounts and took effective procedures to keep credit losses to a minimum. MN. \$57,500 base. **Contact Judy Meyer at 800-394-6638.**

TJ16 LENDER: Six years experience working in ag and commercial lending. Recently worked as branch manager responsible for six employees, analyzed and approved credit requests, grew all lines of banking business. Managed \$10M plus loan portfolio. Also has experience in insurance sales. BS in Ag Business. IA. \$50,000 plus. **Contact Tammy Jensen at 877-813-0591.**

TJ17 LENDER/BRANCH MANAGER: Currently an ag lender responsible for a \$17M ag portfolio. Ten years working in banking industry; started as a teller, advanced to personal banker, to commercial underwriter working with ag and commercial loans. BS. MO. \$68,000+. **Contact Tammy Jensen at 877-813-0591.**

JM18 SENIOR COMMERCIAL LENDER: "Greatest asset is his ability to reduce risk and enhance return." Successfully promoted and utilized existing SBA 7a and 504 Loan Programs. Banking and finance professional with a dedication to customer service. Interacts well with diverse range of individuals. Accustomed to servicing and developing extensive loan portfolios. IA. \$85,000 base. **Contact Judy Meyer at 800-394-6638.**

JM19 LOAN ADMINISTRATOR-LENDING: Four years as a loan administrator that served customers and lending staff by handling transaction request in an accurate and efficient manner. Credit Analyst/Management Trainee experience. Would like to have the opportunity to advance to lending. NE IA. \$34,000. **Contact Judy Meyer at 800-394-6638.**

TJ20 VICE PRESIDENT: Twenty years in ag and commercial lending. Built ag and commercial loan portfolio almost from scratch. Strong background in insurance. Banker says, "Does well in ag and commercial lending." Another says, "Hard working. Extremely personable." IA. \$65,000 to \$75,000. **Contact Tammy Jensen at 877-813-0591.**

JM21 AGRICULTURAL/GENERAL LENDER: "Has done a great job in working our loan portfolio in recovery." Over 10 years experience working with ag loans. Excellent credit skills and work out ability. Handles general lending. He has handled \$30MM ag loan portfolio. Graduated from the banking school. Has current Credit, Life and Disability and Crop Insurance licenses. IA. \$68,000+. **Contact Judy Meyer at 800-394-6638.**

JM22 SENIOR COMMERCIAL AG LENDER: "Community bank lender servicing Commercial/Ag lending customers." "Highly recommended for community bank leadership." A professional banker with executive skills that enhance teamwork, improving bank earnings, developing and maintaining customer relationships, supervising lending staff, enhancing credit criteria and underwriting policies, and actively working with problem and delinquent loans. \$85,000. IA, MN, WI. **Contact Judy Meyer at 800-394-6638.**

TJ23 LENDER: Over 20 years experience in credit. Has SBA and FSA loan experience. Strong in marketing; increased loan portfolio \$12MM through new loan product introduction. Originated, analyzed and serviced new loans. Reference says, "Made good credit decisions. Far above average." CO, KS, NE, MO, WY. \$75,000. **Call Tammy Jensen at 877-813-0591.**

TJ24 VICE PRESIDENT/AGRICULTURAL LENDER: Currently responsible for \$18MM branch, handling \$10MM loan portfolio. Works with ag, commercial and real estate lending. Offers 15 successful years in banking industry. Reference says, "Practical. Good loan analysis skills. Thorough." BS Finance. CO, SD, IL. \$80,000 +. **Contact Tammy Jensen at 877-813-0591.**

JM25 JUNIOR LENDER: "Shining star to develop into a top-notch banker." Over 2 summers and a 9-month employment while in college working at a bank. Strong knowledge of bank operations and teller experience wanting to work in lending. Has reviewed credit files for compliance with state and federal laws. IA. \$40,000. **Contact Judy Meyer at 800-394-6638.**

JM26 SENIOR VICE PRESIDENT/BRANCH MANAGER: "Would highly recommend him for another position," states EVP. Proven banking skills in management and administration of agricultural credit services including marketing of credit services, analysis of financial information, and assisting

customers in meeting their financial needs effectively. Current duties involve marketing bank products, servicing loan portfolio, budget preparation, staff supervision, loan clean up and corrective actions. IA, MN, NE. \$72,000. **Contact Judy Meyer at 800-394-6638.**

TJ27 LOAN OFFICER: Offers eight years of ag lending experience. Develops new business and works with existing customers. Has attended various banking schools. Also offers successful track record in ag sales. Reference says, "Active in the Bankers Association. People skills are very good. Excellent individual." IA/MO. \$80,000 to \$90,000. **Contact Tammy Jensen at 877-813-0591.**

TJ28 COMMERCIAL LENDER: Works as credit risk analyst, handles underwriting and generates new business within the commercial market. Also handles some consumer lending. BA. Credit and Life Insurance License. IA. \$45,000 plus. **Contact Tammy Jensen at 877-813-0591.**

JM29 AG LOAN OFFICER: "Has GREAT potential." Experienced in ag, retail, commercial lending, sales, analysis, and collections. Has proven skills for lending. Farm visits and sales calls are part of everyday activities. Participates in community activities. Two of greatest assets are his credit underwriting and loan processing/documenting skills. \$60,000. IA, IL, NE. **Call Judy Meyer at 800-394-6638.**

TJ30 AG LENDER: Offers over 15 years in lending. Primary responsibilities in ag lending; also works with consumer, commercial and real estate lending. Some experience working with call reports and operations. BS in Business. \$45,000 plus. NE. **Contact Tammy Jensen at 877-813-0591.**

JM31 VICE PRESIDENT: "Did his job and understands credit, helped us with work outs," states past employer. Hired to identify and quantify portfolio risk and development of loan and deposit relationships for agricultural and commercial loan portfolio. Offers over twenty years experience working with procedures and lending functions, handling troubled credits. \$70,000. IA. **Contact Judy Meyer at 800-394-6638.**

JM32 SENIOR COMMERCIAL LENDER: Over 10 years experience in Senior Commercial Lending for large commercial bank. Senior Financial Analyst responsible for underwriting Commercial Real Estate transactions. \$87,500. Open on location. **Contact Judy Meyer at 800-394-6638.**

JM33 AGRICULTURAL CREDIT/COLLECTION: "A proven track record in credit, collections, receivable management and operational excellence." A Financial Service Professional with extensive financial management experience with Fortune 500 companies. Strong oral, written and presentation skills as well as the ability to interact directly with senior leadership and interdepartmental management groups. \$\$ open. WI, IA. **Contact Judy Meyer at 800-394-6638.**

JM34 SENIOR COMMERCIAL LENDER: "His greatest assets are in sales, business development, account management, financial analysis and problem solving." Results-oriented business professional with over 15 years of successful experience in bank lending. Managed \$22MM loan base with delinquency rate under 1% while personally servicing \$17MM consisting of commercial, ag and consumer loans. Supervised and mentored lending staff to increase loan volume while maintaining profitability and credit quality. \$80,000. IA. **Contact Judy Meyer at 800-394-6638.**

TJ-35 AGRICULTURAL LENDER: Over ten years in lending. Strong in bankruptcy and collections. Good understanding of lending. Worked with Farmer Mac, FSA and SBA loans, along with the secondary marketing of loans. BS. IL, IN, MO. \$70,000 plus. **Call Tammy Jensen at 877-813-0591.**

JM36 VICE PRESIDENT/COMMERCIAL LENDER: Over 10 years experience as a commercial lender. "Strong community bank relationship lender in metro market that has small town atmosphere." He builds relationships that have developed into more relationships producing a large portfolio. IA, IL, MN, NE, MO. \$85,000. **Contact Judy Meyer at 800-394-6638.**

TJ37 JUNIOR LENDER: Graduate of ISU with Business Management major Finance minor. Bank teller seeks opportunity to join the lending team in rural bank. Excellent people skills combined with strong analytical abilities. Relates well with all ages; active in community activities and organizations. Strong ag background. Reference says, "He's the top % when it comes to meeting and interacting with people." IA. \$30,000 plus. **Contact Tammy Jensen at 877-813-0591.**

JM38 AG LENDER: Described as "the ag man that everyone goes to." Offers 25 years lending experience. Handles all of the location's loan portfolio and also responsible for supervision of the staff. BA Degree. Minnesota School of Banking. Life, Health & Property & Liability. MN, WI. \$55,000. **Call Judy Meyer at 800-394-6638.**

TJ39 AG LENDER: Over twenty years working in agricultural and commercial lending. Responsible for \$18.5MM portfolio. Former co-worker says, "Strong people skills. Well respected by staff and customers. Did a lot of FSA and SBA guarantees. I would absolutely recommend him." IA/MO. \$65,000 plus. **Contact Tammy Jensen at 877-813-0591.**

TJ40 AG/COMMERCIAL LENDER: Started banking career conducting audits on agricultural credits appraising collateral, completing reports and analyzing agricultural operations. Promoted to AVP managing diverse portfolio. Later promoted to managing \$200MM in ag credits, focusing much of time developing new business. IA/NE/KS/MO. \$85,000 plus. **Call Tammy Jensen at 877-813-0591.**

JM41 AG/COMMERCIAL LENDING OFFICER: Over 17 years in banking and finance. Loan portfolio mix of ag, commercial, residential real estate and consumer. Expertise in credit review, leadership in direct lending and credit analysis. Using sound lending practices and underwriting grew portfolio. Banktrac, Web Equity, Baker Hill, Document Imaging, etc. Worked with work outs to save the potential charge offs. WI, IL, IA. \$75,000. **Contact Judy Meyer at 800-394-6638.**

JM42 AG LENDER: Ten years in ag credit industry. Seven years as VP of Ag Lending, managing ag portfolio. Started career in service agency making, servicing and processing direct loan guarantee applications. Has an excellent following for his knowledge of the ag industry. MN. \$51,000. **Call Judy Meyer at 800-394-6638.**

JM43 LOAN OFFICER: Detail-oriented lender with seven years of experience in consumer, real estate, commercial and just getting involved in the agricultural lending. Strong community involvement and responsible for new business development. Originates new loans and services existing loans. \$55,000. IA, NE, MN. **Call Judy Meyer at 800-394-6638.**

JM44 LENDER: Six years banking experience working with ag and commercial accounts. Strong analytical skills. Promotes loan growth through prospecting and client relationships. Collectively manages \$65MM loan portfolio. ALCO committee. MBA. IA. \$55,000. **Contact Judy Meyer at 800-394-6638.**

JM45 SENIOR LENDER/MANAGER: Continued leadership in community banks with supervision of lending functions in bank and government agency. Credit analysis and credit decision making skills, primarily ag and commercial lending. CRA officer, involved in community boards and organizations. IA. \$86,000. **Call Judy Meyer at 800-394-6638.**

JM46 SENIOR AGRICULTURAL LENDER: Highly qualified financial professional with demonstrated success in increasing loan volume and generating new business. Superior leadership and organizational abilities facilitated by excellent written and verbal communication skills. Increased loan volume from \$42 million to over \$76 million. Proficient at maintaining client satisfaction while maximizing growth potential through a results oriented approach to creative problem-solving. \$88,000. IA, IL, MN. **Contact Judy Meyer at 800-394-6638.**

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(Returned Service Requested)

Miscellaneous

TJ47 ANALYST/INSURANCE: Marketing assistant setting up appointments, working with clients explaining financial instruments. Worked as accounting intern for a mutual fund accounting department working closely with portfolio managers. Actively involved in family farming operation; would like to combine his ag background with his interest in finance. BS in Accounting/Finance with concentration in insurance. IA. \$35,000 to \$40,000. **Contact Tammy Jensen at 877-813-0591.**

TJ48 COMPLIANCE: Ten years in operations and compliance. Five years as VP of Operations supervising officers and staff in bookkeeping, item processing, loan accounting, IT and data processing. Reviewed, monitored operational processes to improve efficiencies, increase quality and reduce Costs. Is a graduate of School of Bank Operations and Technology. Midwest. \$60,000 plus. **Call Tammy Jensen at 877-813-0591.**

TJ49 INSURANCE: Experienced in selling commercial and personal lines of insurance. Has also worked as branch manager of a mortgage company working with mortgage origination and processing. Reference says, "Entrepreneur spirit. A great marketer. Gets the job done." Another says, "Well rounded. Good in service and marketing." MA in Management. NE, IA, MO, CO, SD. \$40,000 plus. **Call Tammy Jensen at 877-813-0591.**

**Style Assessments assist in effectively managing and motivating the bank team.
For information contact Tammy Jensen at 888-876-2051 or email tammy@agricareersinc.com**