



222 W. Adams Street, Suite 1980, Chicago, Illinois, 60606 P: 312.279.7305 F: 312.895.4509

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### **Position: AVP of Lending**

#### **Who We Are:**

Renovo Financial is a rapidly-growing Chicago-based private lender serving real estate investors who acquire and renovate single and multi-family residential properties. We pride ourselves on supporting clients by providing unparalleled service, from the loan application through the payoff. Renovo's reliability and "win-win" solutions-oriented approach is just one reason why our repeat and referral rates far exceed the industry average. Renovo was honored to be named one of Crain's 50 fastest-growing Chicago companies.

#### **Position Summary:**

The AVP of Lending is the star of the show! The AVP of Lending is a specialized real-estate financial advisor who manages a book of business at Renovo. The Lenders are the conductors, the main relationship managers, the most significant relationship between the client and Renovo. You are focused on building a book of business and on on-boarding new clients. We could never have grown so quickly and have so many amazing "ideal new clients" without the unique talents, training, motivation, and leadership of our Lenders. Surrounded by a market of boring, vanilla real estate transactions, the AVP of Lending gets to come up with creative solutions to make our customer's dreams come true. Day to day, you will capture the structure and context of each deal and work closely with Renovo's loan processors to ensure your deals can be efficiently processed and underwritten. You are responsible to effectively serve existing clients, continue to grow strategic relationships, and grow your book of business with new customers. You will work closely with a team who properly sets expectations, hustles harder, and celebrates success!

#### **Ideal Candidate:**

The ideal candidate for this role is someone who has at least three years of experience as a Loan Officer at a community bank or private lender. This candidate must live and breathe amazing customer service and also deliver on expectations! You are a passionate and goal oriented real estate and lending expert!

#### **Corporate Mandates:**

- Build your Book of Business (Your Dream 50)
- Take a full application from a client
- Document the customer's story – Past, Present, and Future (The Renovo Artifact)
- Develop a Circle of Success for each client
- Become a trusted advisor to your clients
- Review core documents before building a Letter of Intent (Credit report, asset statements, REO, etc)
- Perform routine site visits to projects in your Book of Business
- Assist the Portfolio Management team in helping clients exit troubled projects

#### **Responsibilities:**

- Complete product and sales training
- Finalizes business plan
- Maintains detailed weekly planner and activity log, reviews with SVP
- Establishes relationship with 20+ customers
- Closes 5 loans per month for 3 consecutive months
- Achieves a customer repeat rate >50%
- Self-directs gathering of loan documentation for Credit Analyst Underwriting
- Identified and develops relationships with external strategic partners. At least one for each Circle of Success category (realtors, contractors, etc.).
- Attends an addition 1-2 hours of coaching and mentoring each week with VP/SVP officers



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**Behavioral Characteristics:**

- **Great Attitude:** You always come into work with a positive attitude and a “I will find a way to get it done” mentality
- **Determined:** You stay on course even during difficult assignments and you crave opportunity for advancement
- **Team Work:** You must believe that to be successful you need to leverage and trust your team! You lead by example!
- **Say “Yes”:** You always find a way to say, “Yes” to all reasonable requests