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## **Position: VP 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 and the 2022 + 2023 Top Workplace winner, as recognized by The Chicago Tribune, and 2023 Best Workplace by Inc. Magazine.

### **Position Summary:**

The VP of Lending is the star of the show! The VP 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 onboarding 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 VP 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!

### **Responsibilities:**

- 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).
- Work with your Production Assistant to produce an LOI and deliver to the client.
- Perform routine site visits to projects in your Book of Business.
- Assist the Portfolio Management team in helping clients exit troubled projects.
- Hire a dedicated Production Assistant for loan file preparation.
- Grow client portfolio to 50 active customers averaging 15-20 loans per month.
- Achieves a customer repeat rate of >80%.
- Farms the network of existing customer for opportunities to grow the circle of success and achieve two new loans a month through your referral network.
- Gains visibility in real estate investor community through speaking engagements and organizing/leading round-table discussions.
- Dedicates 1-2 hours a week coaching and mentoring AVP.
- Ability to perform Workouts, including complex situations.



**Ideal Candidate:**

The ideal candidate for this role will have:

- At least five years of experience as a Loan Officer at a community bank or private lender.
- Passion of living and breathing amazing customer service.
- Ability to deliver on expectations.
- Goal-oriented real estate and lending expertise.

**Behavioral Characteristics:**

- **Ethical Conduct:** Uphold the highest standards of ethical conduct and professionalism.
- **Self-Motivated:** You take on tasks without waiting to be told what to do.
- **Positive Attitude:** You approach situations with a proactive and positive attitude.
- **Adaptable:** Ability to collaborate effectively with cross-functional teams and work in a fast-paced, dynamic environment.
- **Team Player:** You believe that to be successful you need to leverage and trust your team. You lead by example.
- **Open-Minded:** Always seeks to find and develop creative solutions.

*Renovo Financial is an equal opportunity employer. Renovo Financial does not discriminate in any employment actions (including hiring decisions) with regard to race, color, religion, national origin, citizenship status, ancestry, age, sex (including sexual harassment), sexual orientation, gender identity and expression, marital status, disability, military status or unfavorable discharge from military service or any other characteristic protected by law.*

*Renovo offers full-time employees a 401k plan with employer matching, paid time off, observance of company paid holidays, medical, dental, vision benefits for employees and their dependents, voluntary benefit offerings (life insurance and short-term disability), pre-tax FSA, commuter and dependent care benefits, maternity/paternity, hybrid work schedule, and more.*