

**Senior Loan Officer**

**Massachusetts Growth Capital Corporation - Charlestown, MA**

**Job Description:**

Massachusetts Growth Capital Corporation (MGCC) is seeking a Senior Loan Officer to join its team full-time. Under the direction of the Chief Lending Officer, the Senior Loan Officer is responsible for developing new business loan opportunities for Massachusetts-based businesses. The successful candidate will play a key role in the entire loan process, from underwriting and structuring to closing. Additionally, they will manage and service an existing portfolio of commercial loans. This role also involves representing MGCC by actively participating in community affairs.

The ideal candidate will be a highly motivated and experienced lending professional with a commitment to community development, a proven ability to develop and maintain long-term relationships with clients, and effective and clear written and verbal communication skills.

**Key Responsibilities:**

* Identify potential borrowers through networking, referrals, outreach, and direct inquiries, ensuring alignment with MGCC eligibility criteria.
* Collaborate with the Chief Lending Officer and Credit Team to underwrite loan applications.
* Negotiate loan terms and conditions with borrowers.
* Develop and present loan proposals to the Credit Committee.
* Manage the preparation of commitment letters, legal documentation, and loan closings.
* Monitor borrower financial health and compliance.
* Conduct loan reviews and prepare reports as required.
* Represent MGCC by presenting products and processes to banks, trade groups, and government agencies.
* Travel statewide as needed, specific territory to be determined.

**Qualifications:**

* Bachelor’s degree in Finance, Economics, Business Management, or a related field.
* Highly motivated and experienced lending professional with a strong understanding of business finance and a commitment to community development.
* Proven experience (5+ years) in direct business lending.
* Proficient in MS Office (Excel, PowerPoint, Word etc.)
* Ability to analyze financial statements, projections, and perform cash flow analysis, including balance sheet and collateral assessments.
* Identify and assess business operational and management issues and communicate effectively with leadership.
* A strong understanding of various loan structures and the ability to tailor solutions to diverse lending situations.
* Working knowledge of loan closing documentation and procedures.
* Excellent written and verbal communication skills with the ability to effectively develop and present comprehensive loan proposals to Credit Committee and MGCC programs to a variety of audiences, including banks, trade groups, and government agencies.
* Demonstrated ability to work independently and collaboratively as part of a team.
* Familiarity with various small business lending sources, including state and federal programs, SBA programs, non-bank lenders, and micro-loan intermediaries.

**About Us:**

Massachusetts Growth Capital Corporation (MGCC) was established in 2010 under Chapter 40W of the Massachusetts General Laws, as an independent quasi-public agency that is overseen by the Commonwealth’s Executive Office of Economic Development. MGCC is a resource for small businesses seeking growth capital devoted to making nontraditional business loans and administering grants by working with financial institutions, community development corporations and non-profits. Through these collaborations the agency helps create jobs and foster economic growth across Massachusetts.

**Why Join Us:**

* Competitive salary and benefits package, including health, dental and life insurance, employer-paid vision insurance, employer-contribution retirement plan, paid vacation and a student loan paydown plan
* Hybrid-schedule (2 days/week in Charlestown, MA office)
* Opportunities for professional development and career growth
* A collaborative work environment

**How to Apply:**

Interested candidates should submit their resume and a cover letter detailing their qualifications and experience to jobs@massgcc.com. Please include "Senior Loan Officer Application" in the subject line.

MGCC is an Equal Opportunity and Affirmative Action Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.