

# AGRICULTURAL LOAN OFFICER

Agriculture loan officers, or agricultural lenders, work to help farmers and rural citizens obtain funds needed to fund their operation, purchase property, and more.

## WHAT RESPONSIBILITIES WILL I HAVE?

- Seek lending relationships with existing customers
- Actively call on prospective borrowers
- Explain to customers the different types of loans and credit options that are available, as well as the terms of those services
- Develop and analyze all types of credit information
- Approve within delegated authority loan structures pricing and conditions on loan transactions
- Combine agricultural and business knowledge with an in-depth understanding of each customer's current financial position in order to provide innovative and workable alternatives to solve problems the customer faces in their ongoing farming operations
- Ensure all files are maintained in a secure environment to protect borrowers' data
- Participate in training as scheduled by the supervisor
- Evaluate the risk in loan transactions and assign a probability of default and loss given default
- Manage and grow existing loan portfolios
- Participate in community and industry events
- Prepare credit analysis on assigned portfolio directly or through the use of a credit analyst



## WHAT EDUCATION & TRAINING IS REQUIRED?

A Bachelor's degree in agricultural business, business, accounting or finance

## THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, computer courses, accounting, economics, personal finance

## TYPICAL EMPLOYERS

Most often work for banks, some of which are agricultural in nature, or lending firms

## FUTURE JOB MARKET/OUTLOOK



## SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- American Agricultural Economics Association
- Local Chamber of Commerce
- American Bankers Association

## AVERAGE ANNUAL FULL-TIME SALARY

\$51,000