

Agricultural Loan Officer - Job Standards

Job Standards include: (Note: this is a representative list only - complete list provided with purchase)

KNOWLEDGE OF WORK:

- Understands all aspects and risks of agricultural lending including: indirect dealer paper, operating lines of credit, machinery financing, livestock and poultry operations, grain farming, and financing farm land, buildings, equipment and rolling stock.
- Understands the unique economic, climatic, seasonal, and regulatory operating environment of the agri-industry and how to secure agri-loans with quality control strategies and tactics that reduce most risk exposures to a certainty (i.e., crop insurance, tagging cattle, inoculation)
- Knows the organization's policy requirements and the regulatory requirements for agricultural lending and how to assess the accuracy, reliability, and appropriateness of each document, procedure, collateral security, and monitoring practices involved in each individual loan.

QUALITY OF WORK:

- Maintains complete and accurate records of loan risk assessment checks and procedures, including on-site visitations and observation of farming practices prior to granting credit. Prepares detailed loan files, including a blue print plan of the whole farm operation, accurate inventory list of livestock and machinery, with tag and serial numbers recorded, plus historical production records as evidenced by delivery slips, accounting and tax records.
- Prepares Quality Control procedures and manuals that establish, in writing, the quality control standard methods and procedures for the agricultural lending functions of the organization.
- Works with the appropriate farm credit agencies, governmental departments, farm equipment dealers, insurance brokers, and other appropriate local, state and federal entities and agencies to develop ways and means of providing a positive agri-lending program in the community.

QUANTITY OF WORK:

- Develops agri-loan plans and objectives and aggressively pursues agricultural lending opportunities to ensure loan ratio conforms to plan.
- Invests time and effort in becoming informed about new and proven farming practices and techniques, as well as agricultural trends, commodity prices and prospects and other issues related to agriculture and agricultural lending.
- Develops a pro-active approach to agricultural lending. Plans each day's activities to ensure maximum productivity, the greatest coverage of documentation, and a significant visibility within the farming community that includes annual farm visitations during the appropriate season to monitor the condition of the borrower's collateral and general operation of the farming entity.

PROBLEM ANALYSIS/RESOLUTION:

- Regularly examines, in detail, the operational policies and practices of the organization that impact this particular job.
- Observes how the organization utilizes technology and how it utilizes people in its production and delivery system and develops improvements to resource utilization.
- Develops cost/benefit reports on selected operational functions to determine the most efficient and effective methods of operating these functions currently, and into the future.
- Involves people in problem analysis/resolution to improve their problem-solving methods and skills.