SBA Specialist

Specialist Role
The SBA Specialist role is a sales and new loan production position requiring regular customer contact, strong new business development skills, knowledge of all SBA loan programs, and the ability to work well with others in team environments. The successful candidate will have experience sourcing SBA loan opportunities, selling SBA 7a financing, answering customer questions, and overcoming customer objections. The successful candidate will have experience taking SBA loan applications, gathering all required documentation, and packaging the SBA loan request for credit underwriting.

SBA Specialists have monthly and annual production goals and are expected to generate and close SBA loans within the bank’s credit risk profile and pricing expectations and SBA requirements. SBA Specialists are viewed as the SBA experts in the bank; they handle all internal and external referrals.

Experience
The successful candidate will have a minimum of 3-5 years’ minimum experience in SBA lending and a successful loan production track record. Other banking experience in Business or Commercial Banking is desired but not required.

SBA Knowledge
SBA Specialists must be knowledgeable in the SBA 7a loan product and how to tailor the 7a loan customer’s needs. They must know and understand SBA loan application and documentation requirements and have the ability to successfully close SBA loans.

Personal Characteristics
Positive self-starter and a good team member who enjoys sales and helping business owners solve their financial problems and meet their financial needs. Good written and verbal communicator with strong negotiating skills.

Education
College degree preferred.
Recent specialized training on the latest SBA-SOP

About Florida Capital Bank
Florida Capital Bank is a growing and profitable $340 million community bank headquartered in Jacksonville, Florida. The bank has retail branches in Jacksonville, Gainesville, Orlando, and Pinellas Park. The bank is positioned for growth with excess capital and a solid growth strategy.

Government Guaranteed Lending (GGL) is a business unit of the bank specializing in SBA 7a loans and USDA business loans. GGL has lending Specialists in place in Orlando, the Tampa Bay area, and Ft. Lauderdale who cover the state. Additional lending Specialists are being added in 2016 in Florida with plans to branch out in the

For additional information
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