



Senior Secondary Markets Officer
Walnut Creek, CA

At Bank of the West, we've surrounded ourselves with some of the brightest, talented and most devoted professionals in the financial services industry to form a solid and secure foundation. We currently have a great opportunity in Walnut Creek, CA for a highly motivated and seasoned equipment lease professional to work with secondary market syndication sources of leasing transactions nationwide to generate profitable and creditworthy new business for equipment leasing and the Bank.

Specifically, you will:

- Support the growth of the leasing business by working with the sellers of leasing transactions to buy transactions that meet Leasing's credit profile and profitability requirements
- Establish and maintain relationships with other financial institutions in order to promote reciprocal lease syndication activity
- Work closely with our credit department to evaluate, screen, price, and determine the acceptability of transactions for the leasing portfolio
- Obtain, review, evaluate and submit credit packages to the ELD credit department
- Remain current on new transaction structures and other salient competitive market events or conditions
- Meet and/or exceed annual budgeted volume and fee targets

This position requires:

- A BA/BS Degree
- At least 3-5 years of experience buying and selling equipment leases
- General knowledge of lease and sales contracts, documentation and pricing
- Knowledge of equipment leasing underwriting standards
- An established network of equipment lease buyers and sellers
- Demonstrated sales/marketing experience
- Excellent analytical, research, negotiation, and written/verbal communication skills
- Knowledge of SuperTrump, InfoAnalysis, and T-Value pricing programs

For immediate consideration, visit www.bankofthewest.com, click on 'Employment', search under 'Walnut Creek, CA', and apply online for the 'Senior ELD Secondary Markets Officer'.

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Bank of the West
Community Focused Banking