

Agricultural Loan Officer

Description

Agricultural loan officers, or agricultural lenders, work to help farmers and rural citizens obtain funds needed to fund their operation, purchase property and more. They explain to customers the different types of loans and credit options that are available, as well as the terms of those services. Additionally, they combine agricultural and business knowledge with an understanding of each customer's current financial position in order to provide workable alternatives to solve problems.

Education/Training Requirements

- Bachelor's degree in Agricultural Business, Accounting, Business, or Finance (required)

Recommended High School Coursework

- Agriculture Education
- Accounting
- Computer Skills
- Economics
- Personal Finance

Common Responsibilities

- Seek lending relationships with existing customers
- Explain to customers the different types of loans and credit options that are available
- 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 understanding of each customer's financial position to provide workable alternatives to solve problems
- 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
- Manage and grow existing loan portfolios
- Participate in community and industry events
- Prepare credit analysis on assigned portfolio directly or by using a credit analyst

Typical Employers

Agricultural loan officers most often work for banks, some of which are agricultural in nature.

Additional Resources

[Agricultural & Applied Economics Association](#)
[American Bankers Association](#)
[Pennsylvania Chamber of Commerce](#)