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Green Consumer Lending Product Manager

Job Category: Lending Consumer

Requisition Number: GREEN003185

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Posted: March 29, 2024

Full-Time

Durham, NC 27701, USA

Job Details

Description

WHO We Are:

Self-Help started in 1980 with a focus on economic inequality especially in communities that have faced systemic barriers in building wealth. At the core of what Self-Help does is a drive to create and protect ownership and economic opportunity. In other words, we're committed to economic justice! Economic Justice means that all communities have the basic infrastructure they need to thrive, from high-quality schools to grocery stores selling fresh food resources that support opportunity at a neighborhood level regardless of demographics, income, or wealth. Since our founding, we've constantly sought to find new ways to pursue greater economic justice: from providing fair and affordable loans to working with partners to demand that lawmakers change unjust policies.

We are seeking a Green Consumer Lending Product Manager to join our team!

The Self-Help Green Lending Product Manager will be primarily responsible for enhancing the value proposition of the suite of emerging green consumer loan products to target audiences and growing Self-Help Credit Union's green consumer loan portfolio, with a focus on reaching low- and moderate-income communities. The Self-Help Green Lending Product Manager will coordinate outreach efforts to members and partners to advance ambitious organizational carbon reduction goals. This individual will deliver on key product development activities including implementation of market analysis, partnership growth for both referral channels and directed member groups, and continuously managing systems for operational improvements to create best-in-class member experiences.

WHAT You'll DO:

- Establish, grow, and maintain external relationships with partners who provide green products to consumers (auto dealers, contractors), as well as other key partners, such as local government, nonprofits, associations, and other stakeholders that focus on reaching low- and moderate-income communities.
- Emphasize identifying targeted energy efficiency assistance programs and funding partnerships in the SHCU footprint.
- Coordinate product adjustments in response to potential subsidy sources from public and private sector partners.
- Provide Technical Assistance and serve as the Subject Matter Expert (SME) to internal stakeholders.
- Offer guidance to consumer lending training team to collect financial information from members and installers/contractors and perform loan pre-qualification assessments.
- Create and implement marketing strategies in collaboration with internal SHCU staff to accomplish program goals; and partner with key internal teams to ensure operational efficiency.
- Responsible for supporting systems to ensure high-touch member relations, loan documentation, loan portfolio, and reporting to key stakeholders.
- Support consumer lending team to ensure that loan products comply with green reporting requirements.
- Perform other duties as may be deemed necessary.

WHAT You'll NEED:

- Bachelor's degree in related field OR equivalent related experience.
- 3 years of experience in lending, loan processing, and financial software and programs.
- Experience in Green Lending preferred.
- Knowledge of sustainable building practices, energy efficiency, and renewable energy technologies preferred.
- Strong commitment to our mission – creating economic opportunity for traditionally underserved communities.
- Preference for working in organizations that place priority on teamwork and collaboration.
- Excellent communication and interpersonal skills, customer service, and sales; Team player, self-starter, and ability to multi-task.
- Ability and willingness to work beyond normal work hours as needed.

If you are interested in who we are and what we do; have a strong desire to work in an organization that places a high priority on teamwork and collaboration; and are interested in working to help create economic opportunity for all – THIS is the place for you! "Click the "apply now" button to apply!"

Compensation:

Competitive nonprofit compensation, based on experience, plus a generous benefits package.

Self-Help is committed to providing equal employment opportunities to all persons, regardless of race, religion, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, genetic information, marital status, sex, gender, gender identity, gender expression (including transgender status), age, sexual orientation, military and veteran status, class or family status.

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