



**Asset Manager 2 or 3 (SunTrust Community Capital)
Atlanta
W415267**

Responsible for monitoring, reporting and servicing a wide variety of equity investments through partnerships with real estate developers/investors. Credit exposure managed includes equity investments that primarily utilize the low income housing tax credit(LIHTC) program that seeks to stimulate private development of multi-family housing. Responsible for appropriately managing credit, operational, and other risks in an assigned portfolio; calling on clients and properties; and cross selling bank services to customers to create multi-faceted, full banking relationships.

Manages the condition and performance of real estate developers and investors' investments to ensure ongoing profitability and complete conformity with credit terms, bank documentation and system requirements. Monitors/audits all aspects of investment performance and client management associated with assigned portfolio of clients and prospects including annual financial analysis, risk evaluation, management report preparation, and requests for credit approval.

Analyzes relationships to determine the ability of clients and prospects to qualify for existing and future borrowing requirements. Makes recommendations as to whether the investments should be modified or restructured. The assigned credit portfolio is typically composed of complex partnerships structures with mid-level to large individual client exposures and with moderate to large aggregate portfolio exposures.

Basic Requirements:

- Education: Bachelor's degree in Business, Finance, Accounting or equivalent combination of education and work related experience
- Experience: 5 or more years of experience as a commercial relationship banker or with a commercial real estate team. Specific experience with tax credit investments. HCCP or equivalent certification
- Knowledge/skills: Demonstrated effective verbal and written communication skills for purpose of recommending, presenting, and negotiating with both internal decision makers, (managers or credit officers) and with external clients/prospects and their representatives
- Proficient with Microsoft Office (Excel, Word, PowerPoint)
- Basic knowledge of real estate loan underwriting principles and real estate property evaluation

Preferred Requirements:

- Education: Graduate of Commercial Training Program or equivalent experience in commercial sale or service
- Experience: 5 or more years experience with commercial credit analysis

Please email resume to Nicole Rollins – Nicole.rollins@suntrust.com

<https://cre.suntrustrh.com/real-estate-solutions/suntrust-community-capital>