



Beale Street Lending – Commercial Loan Officer / Relationship Manager

Overview

Beale Street Lending is expanding in Northern California, and we're looking for a motivated, experienced, client-facing sales professional who thrives in the fast-paced world of commercial financing.

This is a commission-based, field-position role. It's real deal-making: building relationships, structuring creative financing solutions, and helping small businesses grow across the region.

The ideal candidate embraces working with an experienced team that thrives on collaboration and finding solutions for our clients and referral partners.

If you have a track record of closing commercial loans, a strong network of bankers and brokers, and the drive to build something special, we want to hear from you.

Qualifications

- Minimum of 8+ years of sales-oriented business banking or commercial lending experience
- Full-time field position in the Bay Area with travel for client meetings and industry events
- Salesperson license required for the role (not required at time of application)
- Commission-based compensation structure
- Strong existing relationships within the banking and broker community preferred
- Solid understanding of credit, underwriting, deal packaging, and presenting fundamentals
- Excellent communication, follow-up, and relationship-building skills
- Client-oriented, creative thinker with a solutions-focused mindset

Core Responsibilities

Client Engagement, Relationship Management & Commercial Loan Sales Cycle

- Conduct agenda-based client meetings (virtual and in person) and manage a proactive outreach calendar
- Manage the full sales cycle from initial contact through closing, and cultivate long-term client relationships



- Understand each client's business and personal financial goals to deliver tailored lending solutions and strategic referrals

Business Development & Market Presence

- Maintain an active footprint across Northern California through banker, broker, and client meetings, networking events, and strategic travel
- Identify new business opportunities through community engagement, industry events, and partner collaboration
- Use prospecting tools and CRM systems to manage pipeline and track activity

Prospecting & Cold Calling

- Confidently handle challenging conversations with prospects over the phone and in person
- Ask open-ended questions and uncover prospect/client needs during meetings
- Present viable financing solutions and scenarios that clearly add value

Credit Knowledge & Deal Execution

- Demonstrate a working knowledge of underwriting, loan structures, and lender approval criteria
- Navigate the full sales process, from introduction to closing, while effectively handling objections and managing expectations
- Safeguard all client information in line with firm compliance standards
- Provide transparent, timely communication to clients and lending partners at every stage of the deal

Leadership & Team Collaboration

- Partner with internal team members to structure creative financing solutions and help scale business processes through technology
- Participate in joint appointments and contribute to a cohesive, growth-minded culture
- Exhibit entrepreneurial drive and self-motivation aligned with firm growth goals

To Apply

Please reach out to **Daniel Beale** at danny@bealestreetlending.com or call **650-888-1810**.