

Job Description

JOB TITLE	Corporate Banking Manager
LEVEL/BAND	MS32
DEPARTMENT	Banking
DIRECT REPORT (JOB TITLE)	Senior Commercial Manager

Overall Purpose of the Position

Responsible for developing and managing a portfolio of Credit facilities to Groups of Companies and Corporate customers including International customers as well as assisting in the planning, organization, coordination and controlling of activities relating to Corporate Banking.

Manage a team of Commercial Relationship Manager/s and Support staff.

Is able to exercise discretion within the broad guidelines set by the Banks Board.

Operational Responsibilities

- Evaluate financing proposals submitted by prospective borrowers in particular by Groups of Companies and other large Corporates and, where applicable, approve or decline applications within their delegated authority or submit recommendations to the Senior Commercial Manager in accordance with the Bank's Lending procedures and regulations.
- Manage, monitor, control, review and service a portfolio of Corporate / Commercial customers under their responsibility.
- Provide an excellent service to customers, attending diligently and in a timely manner to their requests.
- Negotiate with customers the best terms and conditions possible for the Bank.
- Prepare periodical Business plans, including the underlying Budgets, and Action plans to ensure pre-determined growth within defined timeframes and contribute towards the achievement of the Annual Operating Plan.
- Identify and contact potential customers with the aim of winning new business and to meet annual targets set in terms of growth in the lending portfolio and generation of ancillary income.

- To mentor, coach and support staff.
- To carry out the necessary research and prepare a detailed action plan in connection with the development of a portfolio of international business for presentation to the Bank's Senior Executives.
- To sell advanced products as well as cross-sell other products and services to customers.
- To periodically review the Bank's internal controls and procedures and report any deficiencies/recommend areas for improvement to the Senior Commercial Manager.

General Responsibilities

- Actively interface with Relationship Managers and the Senior Manager Commercial within CBU to ensure the achievement of smooth and efficient processes, growth in the loan book and increase in revenue.
- Lead, inspires and coaches team members to achieve their targets while supporting their professional and personal development.
- Supports management projects and participates in the development of policies and procedures, including through activity in working groups.
- Undertakes any other duties that may be reasonably assigned.
- Ensures compliance with all relevant laws, policies, and regulations as a matter of course.

Qualifications, Skills & Competencies

- **Mandatory**

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| Skill | <ul style="list-style-type: none"> • Leadership and management skills that allow for colleagues and subordinate staff to be mentored and coached to achieve their full potential. • Excellent written, analytical and troubleshooting skills. • Able to work independently and as part of a team. • Able to communicate complex ideas clearly. • Able to speak a second language. |
| Experience | <ul style="list-style-type: none"> • A minimum of 5 years' experience managing a portfolio of commercial customers. |
| Qualification | <ul style="list-style-type: none"> • - |

- **Desirable**

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| Skill | <ul style="list-style-type: none"> • - |
| Experience | <ul style="list-style-type: none"> • - |
| Qualification | <ul style="list-style-type: none"> • A professional qualification in banking, finance, risk, compliance or accounting would be advantageous |

Structure

