



Our people are our competitive advantage.

At Butterfield, we pride ourselves on being approachable, disciplined and proactive. If you embody these qualities and have the necessary experience, you may be the one we're looking for.

Vice President, Deputy Head **Corporate Banking Division**

This position reports to the Executive Vice President and is responsible for the management and development of a portfolio of wide-ranging and complex corporate relationships, including those with borrowing and non-borrowing clients. The incumbent will also manage teams of lending, non-lending and business development staff.

Your responsibilities will include:

- sourcing, managing and developing a portfolio of corporate client relationships, focused on lending but also non-lending and business development customers, negotiating and documenting complex proposals
- developing, reviewing and critiquing complex credit proposals and facilities
- analysing, structuring and documenting a broad variety of non-standard lending proposals, some of which may be complex. May prepare bespoke modelling and cash management structures as required to support credit requests
- managing, mentoring and developing direct reports within Corporate Banking
- setting individual performance and development goals aligned with departmental objectives and budgets
- analysing investment portfolios and mutual funds from a credit risk perspective
- deputising for the EVP as required
- developing new markets for banking products and acting as a technical resource to the department
- maximising the profitability of each client relationship by cross-selling, analysing accounts in detail and identifying service opportunities
- visiting client sites, preparing and delivering presentations and representing Butterfield at various formal business functions

Your experience may include:

- Bachelor's degree and a further professional qualification (ACIB Chartered Institute of Bankers, MBA) with 10 years relevant experience or equivalent would be an asset
- detailed understanding of the business and credit requirements of the insurance and financial service industries coupled with a sound working knowledge of the related accounting and regulatory environment
- superior analytical and risk management skills including financial analysis and credit structuring/restructuring
- ability to write and manage complex credit facilities including syndicated lines
- experience of trade finance, documentary and standby letters of credit (UCP500 and ISP98) regulations, fund lending and treasury services
- excellent understanding of banking products and services, the Corporate Banking function, lending and risk assessment
- strong hands-on understanding of documentation
- strong interpersonal, negotiation, customer service and selling skills
- proven ability to manage employees
- superior presentation and communications skills and ability to interact successfully at senior management level

Please apply by 4 October 2012 to:
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www.butterfieldgroup.com



Butterfield