



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, Corporate Banking

Corporate Banking

This position reports to the Deputy Head of Corporate Banking and is responsible for the management and development of the Corporate Banking client portfolio.

Your responsibilities will include:

- managing complex proposals and facilities for submission to the Credit Committee and Credit Risk Department in line with current policies, standards and procedures
- analysing, structuring and documenting a broad variety of non standard lending proposals, some of which may be complex
- analysing investment portfolios and mutual funds from a credit risk perspective and maintaining awareness of credit requirements of the fund industry
- developing a strategy for growing new credit relationships and products and developing new markets for banking products
- maximising the profitability of each client relationship by cross-selling, analysing accounts in detail and identifying service opportunities
- visiting clients or potential clients and making presentations tailored to their needs
- representing the Bank in various business, social and community settings with a view to developing new relationships
- acting as a technical resource to the department
- managing employees and developing skills through training and development programmes

Your experience may include:

- University degree in Business, Commerce, or Marketing plus 10 years relevant experience or equivalent
- a professional designation Associate of the Chartered Institute of Bankers (ACIB) preferred
- detailed understanding of the credit requirements of the insurance and financial services industries
- experience of trade finance, letters of credit (standby and documentary), fund lending and treasury services
- excellent understanding of banking products and services, the corporate banking function, lending and risk management
- strong hands-on understanding of documentation with strong interpersonal, negotiation and selling skills
- excellent presentation, documentation, delivery and sales skills with the ability to persuade and influence clients
- proven ability to manage employees
- proficient in Microsoft Office suite of applications

CLOSING DATE: 6 January 2014

All applications should be forwarded **via e-mail**

to: resumes@butterfieldgroup.com

ATTENTION: Human Resources

Hardcopy applications will not be accepted.

www.butterfieldgroup.com



Butterfield

THE BAHAMAS | BERMUDA | CAYMAN ISLANDS | GUERNSEY | SWITZERLAND | UNITED KINGDOM