



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.

Business Development & Client Relationship Manager Corporate Banking

The position reports to the Vice President, Senior Relationship Manager and is responsible for the effective development and day to day management of a portfolio of new and existing corporate customers of the Bank, predominantly without credit requirements. The incumbent should be able to recognise and capitalise on cross-selling opportunities and have a sound knowledge of the requirements of the domestic and international business communities as well as the local professional firms.

Your responsibilities will include:

- spearheading the drive for new business opportunities, establishing and implementing defined calling programmes and developing a network of introducers both locally and abroad
- managing a portfolio of demanding relationships, cross-selling the full range of the Bank's products and services, and undertaking profitability analyses when required
- maintaining a thorough knowledge and understanding of Bank policies and procedures, and regulatory and compliance requirements
- providing input into a broad range of current and/or future projects within the Bank impacting on your customer base
- executing timely and thorough sales tracking and call reports with excellent notes are an essential requirement of this position
- visiting clients or potential clients including making sales presentations tailored to their needs
- representing the Bank in various business and social settings with a view of enhancing business relationships and the Bank's overall standing

Your experience/skills may include:

- University degree in Commerce, Finance or related field, with an applicable Professional designation (CFP, CFA, ACIB, Series 7, etc.) being an asset
- a minimum of three years banking experience or related financial services experience
- strong presentation and sales skills with a strong customer service/relationship management orientation
- strong interpersonal, negotiation and decision-making skills are required
- strong sense of professionalism, with an understanding of standard business customs and practices
- proficiency in Microsoft Office suite of applications

CLOSING DATE: 4 March 2015

All applications should be forwarded **via e-mail** to: **resumes@butterfieldgroup.com**

ATTENTION: Human Resources

Hardcopy applications will not be accepted.

