

General Manager, Trust Services

Bermuda Commercial Bank Limited ('BCB') is recruiting a highly qualified individual to fulfill the role of General Manager, Trust Services. The successful candidate will manage a small team within BCB Paragon Trust Limited and is responsible for client relationships.

Role and Responsibilities:

Reporting to the CEO, the General Manager, will:

- Actively promote and drive profitability initiatives while generating financial and operating performance to meet or exceed expectations;
- Build and maintain excellent client relationships;
- Maintain operational compliance with company policies and procedures as well as regulatory and internal control standards;
- Lead, motivate and support the team to ensure the highest level of delivery of services to all clients. Communicate effectively to ensure optimum performance and morale; and
- Leverage and optimise cross-selling opportunities across BCB.

Minimum Qualifications

- A minimum of 10 years of senior experience in Trust Services work, with a minimum of 5 years of experience in a management role;
- A recognised university degree, or comparable practical experience;
- A STEP qualified Trust practitioner with extensive experience / knowledge of the offshore trust industry;
- Highly effective interpersonal and communication skills, both verbal and written;
- Solid orientation towards customer satisfaction;
- An exemplary work ethic, a positive "get it done" attitude and a focus on results;
- Strong relationship management and business development skills;
- Analytical and problem solving skills as well as organisational and time management abilities; and
- Experience in the Viewpoint System would be advantageous.

Compensation will be commensurate with the successful candidate's experiences and will include a base salary and a discretionary performance related bonus. References will be requested and verified. Background checks will be conducted on shortlisted applicants.

Interested persons should apply by forwarding an application letter and resume no later than **September 29, 2017** by email to jobs@bcb.bm, or by post to Bermuda Commercial Bank Limited, Attention: Human Resources Department, PO Box HM 1748, Hamilton, HM GX, Bermuda.

Bermuda Commercial Bank Limited is licensed and regulated by the Bermuda Monetary Authority to conduct banking and investment business under the Banks and Deposit Companies Act 1999 and the Investment Business Act 2003.