

# Senior Relationship Manager

Bermuda Commercial Bank Limited ('BCB') is recruiting a highly qualified, dynamic and results orientated individual to fulfill the role of Senior Relationship Manager.

The Senior Relationship Manager is accountable for providing relationship management, a superior client experience and integrated financial solutions to a portfolio of borrowing and non-borrowing high net worth clients. This role reports to the Commercial Team Leader.

## Relationship Management

- Provide superior service to an assigned portfolio of commercial and individual clients (incl. high net worth clients and professionals) with an objective of becoming their trusted relationship manager;
- Apply relationship management principles and techniques and provide a unique, value-added client experience in the development of integrated financial solutions to meet client needs;
- Maintain the highest of standards with regards to company culture, conduct, performance and all other attributes of a "best in class" team;

## Business Development

- Develop a 12 to 18 month rolling plan to achieve targets;
- Promote BCB current product suite and contribute to the development of new products and offerings;
- Work in a deal team environment with other professionals using planning based approach to develop, maintain and execute an ongoing growth and retention strategy for clients within the portfolio;
- Develop profitable new business leads through external networks;
- Develop and maintain commercial excellence tools.

## Experience

- University degree or equivalent industry experience;
- 7 + years' experience and knowledge of financial services/banking and regulatory/compliance requirements;
- In-depth relationship management skills to effectively manage relationships across multiple lines of business including: Custody, Trust, Asset Management, Compliance, Credit, Client Administration and Online Banking;
- Strong relationship building skills with hands on experience of identifying customers' needs;
- Solid working knowledge of Bermuda compliance regulations including AML;
- In depth understanding of international commercial sectors and structures;
- Experience in credit underwriting and in preparing lending submissions to the Bank's Credit Committee;
- Exemplary written and oral communication skills;
- Connections within High Net worth client space and professional centers of influence;
- Coachable professional with good "business sense" and an energetic/dynamic personality; and
- Excellent Microsoft Office, Word, Excel and Outlook skills.

---

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 **November 17, 2017** to [jobs@bcb.bm](mailto:jobs@bcb.bm).

---

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.