



Relationship Manager

Primary Responsibilities include the management of existing and development of new commercial banking relationships with Clarien Bank. Further performs in the day to day management and the enforcement of policies and procedures of the Business Development/Commercial Banking Department.

Primary Responsibilities:

- Developing, establishing and managing relationships with commercial entities to generate new business and to promote goodwill for the Bank;
- Assisting the department in achieving profitability, sales and quality service objectives;
- Assisting in the development of solutions through the use of the Bank's products and services to meet commercial clients' needs;
- Overseeing the preparation of all documentation related to the commercial clients account to include but not limited to account opening and transactional requests;
- Completing reviews of commercial relationship to ensure ongoing compliance and adherence to policies and procedures of the Company as well as in relation to credit requirements, deposit account activity and risk management requirements;
- Working diligently to create teamwork among all employees in the department, and other divisions in the Bank ensuring that staff deliver a high standard of customer service on a consistent basis;
- Responsibility for the management of Internet Banking set up and maintenance for all commercial clients;
- Assists with special projects relating to the commercial client portfolio from time to time;

- Works diligently to create teamwork and harmony among all employees in the department, and other divisions in the company; and
- Other ad-hoc tasks as reasonably assigned.

The successful candidate must have:

- A University degree in a relevant field or equivalent combination of formal training and experience.
- A minimum of 3 years of experience in delivery and support of commercial banking and electronic banking products.
- A demonstrated working knowledge of business development/commercial banking process required to promote and protect the Bank's commercial banking products.
- An understanding of financial statements, financial analysis and commercial credit underwriting would be an asset.
- Strong aptitude and understanding of "KYC" requirements as it pertains to commercial clientele.
- Strong PC skills including Word and Excel.
- Excellent planning and organizational skills.
- Excellent written and oral communication skills; superior interpersonal skills.
- Must be a team player.

Clarien is an equal opportunity employer and offers a competitive compensation package commensurate with qualifications and experience.

Please submit a detailed cover letter and résumé no later than December 5th, 2018 to:

Human Resources Department
19 Reid Street, Hamilton HM 11
P.O. Box HM 665, Hamilton HM CX
Email: jobs@clarienbank.com
Fax: + 441 296 7701

www.clarienbank.com | 441 296 6969

Head Office: 19 Reid Street, Hamilton HM11, Bermuda | Paget Plaza: 161 South Road, Paget DV04, Bermuda

We sincerely thank all applicants for their interest. Only those candidates under consideration will be contacted.

Clarien Bank Limited through its wholly owned subsidiary companies is licensed to conduct bank, investments and trust business by the Bermuda Monetary Authority.