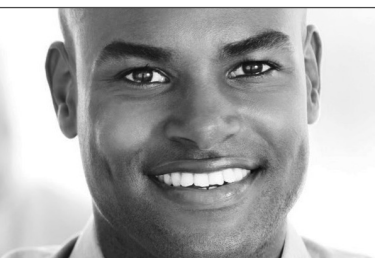


Our people are our competitive advantage.



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, Relationship Manager International Corporate Banking

The position reports to the Executive Vice President, International Corporate Banking and is responsible for managing and developing a portfolio of wide ranging and complex International Corporate relationships. The Vice President, Senior Relationship Manager shall be instrumental in global business development and client servicing strategy.

Your responsibilities will include:

- sourcing, managing and developing a portfolio of international corporate client relationships, focused on borrowing as well as non-borrowing customers, negotiating and documenting sometimes complex proposals
- maintaining a high level of interaction with international clients acting as the single point of contact for all client needs
- developing, reviewing and critiquing complex proposals and facilities prior to submission to the Bank's Credit Reputational Risk or other committees to ensure that only high-quality proposals are presented and are in line with current policies and standards
- preparing bespoke modelling and cash management structures, as required, for a wide range of clients
- managing, mentoring and developing direct reports and other team members within International Corporate Banking
- setting individual performance and development goals aligned with departmental objectives and budgets
- analysing investment portfolios and mutual funds from a credit risk perspective
- maintaining awareness of services and requirements of the fund industry
- developing new markets for international banking products
- maximising the profitability of each client relationship by cross-selling, analysing accounts in detail and identifying service opportunities
- acting as a technical resource to the department
- visiting client sites, authoring and delivering presentations and representing the Bank at various formal business functions
- maintaining an in-depth knowledge of the banking industry and Butterfield products and services
- any other duties that befit this management position

Your experience/skills may include:

- university degree and a further professional qualification (ACIB Chartered Institute of Bankers, MBA) and 10 years' relevant experience or equivalent
- detailed understanding of the business and credit requirements of the global insurance and financial service industries coupled with a sound working knowledge of the related accounting and global regulatory environments
- superior analytical and risk management skills including financial analysis and credit structuring/restructuring
- ability to write and manage complex credit facilities including syndicated loans
- experience of trade finance, documentary and standby letters of credit (UCP500 and ISP98) regulations, fund lending and treasury services
- excellent understanding of banking products and services, the Corporate Banking function, lending and risk assessment
- strong hands-on understanding of documentation
- strong interpersonal, negotiation and selling skills
- proven ability to manage employees
- superior presentation and communication skills and ability to interact successfully at senior management level

CLOSING DATE: 12 June 2019

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 | CANADA | CAYMAN ISLANDS | GUERNSEY | JERSEY | MAURITIUS | SINGAPORE | SWITZERLAND | UNITED KINGDOM

The Bank of N.T. Butterfield & Son Limited is licensed to conduct banking business by the Bermuda Monetary Authority.
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