

Careers, by BUTTERFIELD.



Take a step in the right direction.

At Butterfield, we provide financial services with a personal touch, we focus on results, we value relationships, and we celebrate success. If that sounds like your kind of company, then consider this opportunity to become part of a collaborative team of professionals at the world's leading, independent offshore bank and trust company.

Assistant Vice President, Credit

The position reports directly to the Vice President, Senior Lending Relationship Manager and provides support in all aspects of developing and servicing a credit portfolio of high net worth clients and prospects.

Your responsibilities will include:

- Meeting with potential clients regarding personal loans, mortgages and various other credit products
- Reviewing of personal financial statements and related financial information, analyse client profitability
- Providing detailed written and oral presentations for approval to management and/or Credit Risk Management
- Working with legal counsel / attorneys
- Resolving client queries and concerns
- Identifying new business opportunities and prospect target clients; with the goal of achieving agreed targets
- Helping develop a network of Group and External contacts with the aim of introducing new business opportunities
- Cross-selling the Bank's products and services
- Preparing weekly sales tracking figures for review by management
- Providing regular review of loan book for accuracy and budget considerations
- Maintaining an understanding of economic, business and other relevant matters
- Assisting the VP, Senior Lending Relationship Manager, as required to meet departmental goals

Your qualifications and skills include:

- University degree, equivalent qualification, or at least seven years' relevant experience
- Highly effective interviewing skills/ techniques with proven ability to build/secure client relationships and new business
- Strong oral and written communications and interpersonal skills
- Good analytical and problem solving skills. Ability to underwrite and manage complex credit facilities
- Proven ability to manage employees
- Thorough knowledge of banking products and services
- Proficient in Microsoft Office Suite

About the team

Established in 1858, Butterfield has more than 160 years' experience in private banking. Today, as a leading provider of banking, trust, and investments services for international clients, we have operations in eight major financial centres. Our dedication to personalized proactive service and our ability to draw upon international resources in crafting unique financial solutions remain hallmarks of the Butterfield way of doing business.

Why Butterfield?

Butterfield is a leading independent offshore bank and trust company. With more than 1,200 financial services professionals across ten international jurisdictions, the Butterfield experience is enhanced by robust learning and development opportunities, comprehensive benefits, and preferred rates on a variety of proprietary financial services. Guided by our core values of approachable, collaborative, empowered and impactful, we provide a respectful environment where we value the diversity of our employees and the talents and experiences they bring. With a 160-year tradition of service excellence we empower individuals to achieve their potential and make a positive impact on our business, our clients and our communities.

Does this sound like you?

All applications should be forwarded via email to resumes@butterfieldgroup.com.

Closing date:

Thursday, 20 January 2022

Let's start a conversation.



butterfieldgroup.com

