

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

This position reports to the Vice President, Credit and provides support in all aspects of developing and servicing a credit portfolio of High Net Worth (HNW) clients. This is a front-line position dealing with a wide range of issues and transactions. The position requires the ability to quickly assess customer needs, gather necessary information and provide a possible solution. Decisions are based on established procedures but will require sound judgement and quick thinking.

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 Vice President, Credit, as required to meet departmental goals

Your qualifications and skills include:

- An undergraduate degree, equivalent qualification, or at least seven years relevant credit 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 of applications

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 personalised 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?

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—approachable, collaborative, empowered and impactful—we provide a respectful environment where the diversity of our employees and the talents and experiences they bring are celebrated and valued. With a 160-year tradition of service excellence, we empower individuals to achieve their goals and make a positive impact on our business, our clients and our communities.

Does this sound like you?

All applications should be forwarded via e-mail to resumes@butterfieldgroup.com.

Closing date:

Wednesday, 20 July 2022

Let's start a conversation.



butterfieldgroup.com

