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# Example of Banking Relationship Manager Job Description

Our company is hiring for a banking relationship manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for banking relationship manager

* Meet assigned customer acquisition targets through proactive solicitation of new customers and seeking referrals from existing customers
* Meeting assigned Assets Under Administration (AUA) target through new assets from existing new customers
* Deliver an outstanding experience to our customers
* Engage customers and increase average number of products held by each client under portfolio in ensuring customer’s financial objectives are met
* Help meet and exceed the Correspondent Banking Group's Budgeted Operating Profit
* Help develop and grow responsibly new credit opportunities within our underwriting guidelines
* Help develop and grow new deposit opportunities across our footprint
* Seek cross-sell opportunities to grow fee income and develop business across all bank partners
* Help monitor and manage any existing clients with the RM's portfolio with quarterly client reviews, annual reviews, and renewals
* Conducting periodic interviews and working to further penetrate the ustomer's use of Bank services

## Qualifications for banking relationship manager

* Relevant background in a business related field
* Strong knowledge of financial statement and credit assessment skills incorporation (background of sound business lending, trade, market, deposit and cash management products and services)
* Results-oriented displaying strong perseverance
* Managing a designated portfolio of Business Banking customers and building great relationships to identify, understand and support their ambitions and financial needs
* Managing financial health checks with customers, identifying and promoting the best service options for customers, including self-serve channels such as online banking
* Developing strong working partnerships with branch colleagues to create a constant pipeline of potential new customers to the Business portfolio