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# Example of Business Banker Job Description

Our company is growing rapidly and is hiring for a business banker. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for business banker

* Ensuring that all activities and duties are carried out in full compliance with regulatory requirements, Enterprise-wide Risk Management Framework and Barclays’ Policies
* Consults with other Business Bankers and Branch Managers on challenging/complex sales opportunities
* Focuses on acquisition of new bank clients
* Sources and provides credit solutions for prospects and clients
* Develops small business skills and provides ongoing coaching to branch team
* Fosters teamwork by assisting the branch team in a front-line support capacity on an as needed basis
* Sell financial institution products and services, focused on Professional and PYMES clients
* Manages an existing loan portfolio in conjunction with the Manager of Business Banking
* Responds in a timely manner to all loan opportunities
* Provides a high level of service to existing clients to identify and expand the number of services provided

## Qualifications for business banker

* Business to business sales or financial services sales experience preferred
* The ideal candidate has 5 years’ experience managing a portfolio of commercial banking clients, has a strong knowledge of the Chicagoland markets, and experience with Treasury Management products
* A Bachelor’s degree in business, finance, banking or related field is required
* Graduation from a recognized school of banking is an asset
* Experience should include previous loan structuring and credit analysis responsibilities
* Must have well-developed sales, interpersonal and negotiating skills