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# Example of Commercial Banker Job Description

Our company is growing rapidly and is looking for a commercial banker. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for commercial banker

* Make effective use of the client planning and solutioning tools for the top 30% of the portfolio to ensure in-depth understanding of client needs in order to provide client
* Identify and drive cross-sell opportunities by analysing available sales MI on VAPM and by using the engagements with clients at Service meetings
* Make effective use of the client planning and solutioning tools (sales tools) to ensure in-depth understanding of client needs, in order to provide client base with the best solutions
* Achieve cross-sell targets by actively participate in cross functional teams (including but not limited to Sector and Product specialists) to find client-centric solutions which must be formalised in strategic proposals and presented to clients in accordance to the distinct Client Value Proposition (CVP) for Key Accounts
* Track and monitor the achievement of financial performance across portfolios by
* Developing industry knowledge and keeping current on trends and developments affecting our clients and prospects
* Supporting middle market bankers across the country with our industry expertise to retain and win new business
* You will report to the Market Manager, Middle Market Banking Apparel Group in New York
* Understand and apply the relevant governance and compliance procedures to activities undertaken and maintain ongoing completion of relevant governance and compliance training NCA, FAIS, FICA, CPA, etc
* Identify the clients’ requirements prior to call, undertake pre-call planning involving necessary product partners to prepare effective pitch and communication of the Business Banking CVP

## Qualifications for commercial banker

* Demonstrated ability to cross-sell
* Bachelor’s Degree, with focus in Business, Finance, or Accounting
* NQF level 6 or equivalent B Degree Commerce/Marketing/ Finance
* At least 3 years of sales and financial experience in a commercial banking
* At least three (3) years’ experience and knowledge on the dynamics of the
* Market place and industries (global, regional and local)