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# Example of Commercial Banker Job Description

Our growing company is searching for experienced candidates for the position of commercial 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 commercial banker

* MUST HAVE - commercial credit & bringing a book of business
* Monitors credit quality on an on-going basis
* Identify potential standalone clients that can be targeted e.g, Home Loans, AVAF clients of AIFA
* Portfolio to ensure in-depth understanding of client needs, in order to provide client
* With the best solutions
* Achieve cross-sell targets by actively participating 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 commercial growth accounts
* Interacting with all relevant stakeholders driving key initiatives to secure client retention and growth
* Achieve sales targets relevant to the strategic initiatives and drivers of the business
* Enterprise accounts segment
* Conduct After-sales visits with clients within a month of on-boarding to ensure

## Qualifications for commercial banker

* At least three (3) years’ experience in understanding and driving business
* And solution across divisional silos
* Product silos’ and access wide set of products
* At least three (3) years’ experience in analysing and evaluating complex
* Solutions - Internal networking / credibility
* Solution & guide the credit process with the required parties