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# Example of Commercial Banker Job Description

Our growing company is looking to fill the role of 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

* May be responsible for initiation, processing and balancing letters of credit
* Conduct After-sales visits with clients within a month of on-boarding to ensure effective sales and service delivery
* Take ownership of client complaints that originate from the TB's area of responsibility and accountability and log on to the Client Compliment and Complaints system as per the prescribed policy and procedure guidelines
* Take co-ownership of the portfolios risk management with Relationship Executives by ensuring a good understanding of both the Bank's and the clients regulatory and compliance environments
* Track and monitor the achievement of financial performance across portfolios by utilising the Sales Funnel and VAPM tools
* Apply risk-based pricing for all new cross- sell opportunities and assist the RE with the pricing reviews in line with the RBB pricing policy
* Achieve sales targets relevant to the strategic initiatives and drivers of the Mid-Corporate Key Accounts segment
* Conduct regular client visits in accordance with the Mid-Corporate Key Account Value Proposition to increase the number of clients where Absa has the primary transactional banker status, and initiate changes to ABB Product by providing input into product development to better service our clients
* Participate in Cross Functional Team meetings, which include the Relationship
* B Degree in Commerce, Marketing, Banking or Finance or equivalent NQF level 6 or higher qualification or the relevant NQF level 6 qualification for FAIS flagged roles as required by the FSB

## Qualifications for commercial banker

* Significant exposure to Textile and Apparel companies and their affiliates
* Ability to work as a member of a team and adjust priorities as necessary to achieve team, individual, goals
* Minimum of 7 years experience as an outstanding Client/Relationship Manager selling commercial banking products and services with Technology Clients
* Must have material Technology Coverage experience
* Must have a local and active book of business in a commercial bank
* Demonstrated success serving clients in the affordable housing industry