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# Example of Relationship Banker Job Description

Our company is searching for experienced candidates for the position of relationship 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 relationship banker

* Demonstrates in-depth knowledge of the different banking channels and promotes opportunities to introduce clients to these capabilities
* Proactively resolves a variety of moderate to complex customer maintenance and/or client service problems using available resources for problem resolution, including analysis and understanding of information received from other internal departments such as Loan Operations, Deposit Operations, Internal Bank Support, Reconcilement, Risk Management
* Proactively seeks coaching to develop service and sales skills
* Executes all sales, service, and banking transactions accurately and in compliance with bank policies, procedures, and regulatory requirements
* May assist in mentoring and training of new associates
* May serve as back up to the Banking Center Manager or Assistant Manager to oversee daily branch operations such as opening/closing the branch, ensuring adherence to established bank policies and procedures, researching, and resolving customer issues
* Collaborate with Regional Manager and/or Branch Manager to develop and implement customer-centric strategic marketing plans
* Meets and exceeds individual performance sales goals while supporting the goals of the branch
* Proficient at interviewing consumer loan applicants, and may handle small business loan applicants to identify loan opportunities
* Ensure that individual goals are met through required levels of in person and outbound calling activities that provide an opportunity for us to share valued solutions and recommendations via a needs-based philosophy

## Qualifications for relationship banker

* All relationship bankers must be certified in the requirements of the role
* Ability to communicate effectively and courteously, and to gain information from individuals/clients
* Ability to follow established standards and use judgment to determine when appropriate to escalate
* Aptitude for consultative selling
* Ability to adhere to company dress code
* Minimum 2 years of new accounts with a strong focus on business development experience required