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# Example of Relationship Manager Commercial Job Description

Our company is hiring for a relationship manager commercial. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for relationship manager commercial

* Transparently communicate with bank management about overall portfolio health, opportunity for growth, retention risks
* Work proactively and independently to develop new sources of businesses
* Leverage market insight to target and engage potential customers
* Participate in community events and trade shows to increase the visibility of the Bank within the community
* Develop and manage relationships with new and existing, small to mid-size real estate relationships
* Actively market a broad range of bank services to meet needs of business owners
* Proactive outreach to assigned RateWatch accounts to ensure client satisfaction through thorough understanding of customers’ workflow
* Discuss current service use case and consider opportunity to position additional products for client
* Assess clients' needs for new opportunities to pass to regional sales for follow-up
* Manage and prioritize incoming calls and e-mails from assigned accounts

## Qualifications for relationship manager commercial

* Minimum three years’ banking experience in credit analysis or lending
* Works independently to develop new business with prospects that have the largest and most complex credit needs in assigned portfolio segment
* Responsible for maintaining or establishing largest portfolio segment and geography for growth goals (loans, deposits, fees), both individually and assisting the team, through development of new business Customers and cross selling existing Customers established network of resources
* Bachelor's Degree Required in Business, Finance or related field
* May meet regularly with internal referral sources to establish business relationships and develops network of outside referral sources for new business
* Develops broader knowledge base of commercial and other Company products and services, which may include loan policy, documentation, structuring and regulatory requirements