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# Example of Relationship Manager, Senior Job Description

Our company is looking to fill the role of relationship manager, senior. 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 relationship manager, senior

* Analysing financial numbers and portfolio data before proposing any portfolio buyout from other financial institutions and providing the portfolio characteristics with the proposal note to board for smooth sanctioning of the proposal
* Managing end to end securitized books from initiation till completion including pricing with banks, NBFC's and other financial institutions
* Portfolio buyout includes getting pool data from originator as per selection criteria, analysing the same and finalize the pool after desktop due diligence and then physical due diligence wrt to credit, collateral and KYC and then finalize the pool for disbursals
* Executing deals for banking products with other financial institutions and this involves good relationship with other Financial Institutions and working with cross functional teams across the organization
* Maintain external reporting relationships such as regulators and external auditors
* Managing retention of entire mortgage book through re pricing/ offering different products, cross selling etc along with handling customer complain and grievances
* Preparing payout structure and contest rollout for sales channel partner for effective sales through DSA’s
* Providing analytical guidance on effective utilization of existing customer base through cross sell programs with focus on increasing business volumes with controlled delinquencies and optimal costs
* Monthly management reporting, updating reporting decks & management reviews with Finance Management as required for decision making
* Be responsible for the quality and delivery of term sheets and commitment letters

## Qualifications for relationship manager, senior

* Minimum 5 years of commercial banking experience
* In depth knowledge of a broad range of products and services
* Financial analysis skills going beyond traditional accounting based analysis
* Hands-on experience in closing complex deals in Enterprise market
* A real passion and understanding of the German Enterprise Market
* He demonstrates a good understanding of technology and the Internet – hosting, networking a strategic landscape