Example of Commercial Banker Job Description

Powered by www.VelvetJobs.com

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

- At least three (3) years’ experience in analysing and evaluating complex
- Solutions - Internal networking / credibility
- Solution & guide the credit process with the required parties