Example of VP Relationship Manager Job Description

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Our innovative and growing company is looking to fill the role of VP relationship manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for VP relationship manager

- Prepare credit applications in compliance with bank's policies, guidelines and industry regulations
- Monitor account performance to ensure good utilization of facilities and proper control of credit and operational risks
- Coach junior staff and back up other team members to achieve overall team target
- Review and input into control metric monitoring processes
- Responsible for generating loans from clients in the designated segment
- Primary outside sales focus includes demand deposit/operating accounts, cash management and other payments services, term Loans, Lines of Credit, Commercial Real Estate Loans, and various other commercial banking products and services
- Analyzes financial data and submits complete credit packages to the Credit Center for underwriting
- Continually identifies new prospects and develops and presents effective marketing approaches to prospects, primarily through on-site visits
- Plans long-term and short-term business objectives, including preparing and updating business plans
- Acts as liaison between Credit Center and prospect/client

Qualifications for VP relationship manager

- Identifies unusual opportunities to delight the client or prospect
- Identifies all possible opportunities to improve the profitability of each client covered
- Runs the extra mile for the client or prospect
- Is an unconditional team player