

Title: Commercial Relationship Manager

Location: Southern California

Hybrid

Time Zone: PST

Compensation: 110k-210k base

Client: Confidential

Company Overview: We are working with a variety of clients from community banks to national banks.

Job Description:

- Source and develop profitable new relationships by leveraging centers of influence, existing clients, & referral sources.
- Analyze financial information provided to determine the credit request aligns with established credit guidelines.
- Manage a portfolio of large profitable business clients on an ongoing basis, information concerning customer financial performance, condition, and industry trends.
- Present new lending opportunities, cross selling, and other business to existing clients

Skills:

- 4+ years of experience in C&I lending
- A deep understanding of the industry, including trends, challenges, and opportunities
- Excellent communication and interpersonal skills, with the ability to build and maintain strong relationships with clients and stakeholders
- Strong understanding of credit, commercial products, and financial statement analysis, in order to offer beneficial banking solutions (e.g., loans, treasury management, capital markets) based on clients and prospect needs

Education and Experience:

- Bachelor's degree in business or finance
- 10+ years of prior relevant experience

Apply now:

For immediate and confident consideration interested candidates may contact Iris Munoz at

imunoz@berkeleysearch.com