

**Title:** Relationship Manager

**Locations:** Inland Empire, CA

**Work Environment:** Onsite

**Time Zone:** PST

**Compensation Range:** \$141k- \$191k plus bonus potential

**Client:** Confidential

### Company Overview

We have partnered with a diverse range of clients, from local community banks to national financial powerhouses. As our clients continue to grow, our mission is to nurture and foster financial success, and we're looking for talented Commercial Relationship Managers to join our dynamic team. As a bridge between our clients and their aspirations, you'll have the chance to cultivate your skills and make a significant impact.

### Key Responsibilities

- Source and develop profitable new relationships by leveraging centers of influence, existing clients, & and referral sources.
- Analyze the financial information provided to determine whether 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.

### Qualifications

- 4+ years of experience in C&I lending.
- Deeping 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, to offer beneficial banking solutions (e.g. loans, treasury management, capital markets) based on client and prospect and prospect's needs.
- Bachelor's degree in business or finance

### Join us Today!

Your journey to success starts here. If you're ready to dive into a role that combines your expertise, your passion for relationships, and your drive for financial excellence, don't hesitate. Immediate and confident candidates, reach out to **Iris Munoz** at [imunoz@berkeleysearch.com](mailto:imunoz@berkeleysearch.com)

Let's turn your aspirations into achievements, together. Apply now and let's paint the future of financial success, one relationship at a time. We look forward to speaking with you!