

# Career Opportunity

## Scotiabank (Turks and Caicos) Limited

is seeking the services of a

# Commercial Banking Manager

**Salary Range: \$80,000-\$136,000 - Commensurate with qualifications and experience**

### Position Summary:

The Corporate & Commercial Banking Manager is responsible for the overall success of the Commercial Business line within the country. This includes meeting financial objectives related to the profitable growth and retention of the Corporate and Commercial portfolio along with the ensuring the quality of the portfolio remains of high through effective structuring and overall control measures.

### Key Accountabilities for this role:

- Develops and leads the implementation of tactical plans to support the overall strategy for the commercial area and the achievement of the business objectives.
- Ensuring an active Business Development program with each relationship to ensure the Bank is familiar with the business' operations and its principal officers;
- Liaising with the Credit Solutions Group for fulfillment (including documentation, liaison with 3rd parties), all service activities, and for compliance monitoring and reporting.
- Maintains a high market profile within the assigned market area with both internal and external contacts.
- The incumbent oversees the profitable development of Commercial and Corporate Credit business in the assigned territory.
- Contributes to the maintenance of an acceptable quality commercial credit portfolio and ensures the Bank's risk profile is mitigated
- Safeguards the Bank's assets and liabilities.
- Leads and manages direct reports.

### Functional Competencies:

- Strong Leader who is people driven, customer & results focused
- The incumbent must have a thorough knowledge of the business of financial intermediation and of the Bank's commercial lending policies, procedures and practices.
- He/she must have proven skills in balance sheet analysis and risk assessment and must thoroughly understand the complexities of numerous financing mechanisms (including leveraged buy-outs, etc.), as well as security documentation, legal ramifications and remedies, and bankruptcy and insolvency implications. An extensive knowledge of the diverse industries in which loans are granted is required, as is an up-to-date awareness of economic, technological, and social trends and legislative issues potentially impacting both banking policies, as well as customers' businesses.
- He/she must have a good knowledge and understanding of competitor practices and products offered
- He/she must have broad financial industry experience and strong corporate/commercial banking experience.
- Strong personal computer skills and familiarity with word processing, spreadsheet software and planning tools are necessary as the incumbent uses a PC for a variety of communication, sales management and general information activities including preparing documents, monitoring results and responding to enquiries.

### Educational Requirements:

- A minimum of five (5) years' experience in the field;
- Graduate Degree in business ,Economics, Finance or related discipline, or equivalent work experience.

**Qualified candidates should submit C.V. via email to:** The Human Resources Dept., Scotiabank Turks and Caicos: [santresha.gardiner@scotiabank.com](mailto:santresha.gardiner@scotiabank.com) on or before January 19, 2018.

**Note:** Only persons short-listed for an interview will be contacted.

