

Local Banker Job Details

Looking for a brighter future in banking?

Who we are:

CivilisedBank is a new 'challenger' bank launching in 2018. We aim to make banking more Civilised by putting customers first. Through a network of local bankers working one-to-one with SMEs in their communities and technology exhaustively designed for ease of customer use, building closer customer relationships will be at the heart of everything we do.

We passionately believe that banking done well can have a positive impact on people's lives and that it should be a force for good in society. We are looking for individuals to join us who share our point of view that a Civilised future is a brighter future.

About the Role:

In this home-based role, the Local Banker will be working in their local business community and meet and support prospects and customers at their place of business. The purpose of this role is to deliver a professional and exemplary relationship management service to SME customers with a turnover above £1M.

As part of a national team of professionals, the Local Banker will help deliver our growth strategy in the UK through the development of new business customer relationships.

Reporting to the Chief Business Development Officer the principal accountabilities will be to:

- Generate high quality SME customer lending proposals and build a portfolio of UK business customers with a turnover above £1M. The role includes ongoing relationship management including negotiating terms, managing the day to day operation of the portfolio, its profitability, documentation process, due diligence and managing inherent risks.
- Ensure an excellent customer service at all times, living up to the promise of putting our customers first. The Local Banker will own the customer service and will promote the Bank's culture and Civilised way of working through the creation of a local business and marketing plan which is in line with our strategic goals. The Local Banker will develop and maintain close relationships with customers, business introducers and professional networks.

About You:

You're an experienced relationship manager in the SME or Corporate Banking sector with a successful track record of business development and relationship management who is looking for a brighter future.

You're a positive and self-motivated person with a strong affinity to CivilisedBank's values, with the ability to structure new business lending proposals and write credit applications. You're well organised with excellent interpersonal and analytical skills.

You have a clean driving licence and are willing to travel.

CivilisedBank is a Living Wage employer and embraces diversity in the workplace.

To apply, please email your CV with your covering letter and salary expectations to **careers@civilisedbank.co.uk**

Please note that to apply, you need to be able to provide documentation that you are eligible to work in the UK.

CivilisedBank is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority and is listed with the reference number 749269. It is the trading name of CivilisedInvestments Ltd. Whilst we're building the bank, and until we launch it, please don't take any information on this website as an invite or inducement to apply to CivilisedBank for any banking services or to invest in our business.

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