



Position Title: Vice President, Community Banker

Reports To: Market President

FLSA Class: Exempt

Position Summary:

Responsible for facilitating, preparing, structuring, and fulfilling credit proposals for corporate clients (typically with Revenues between \$25MM and \$100MM). Assesses client needs and uses initiative to cross-sell other commercial products. An individual in this position has the skills and experience to be capable of fully independent activity including origination, structuring, and execution of complex transactions.

Essential/Primary Job Functions:

- Responsible for growing and maintaining relationships by coordinating all aspects of the relationship.
- Create and executes a business development strategy to generate new business opportunities for all areas of the Bank.
- Provide leadership and direction to other creditstaff and facilitates strong communication between clients and internal staff.
- Assumes the responsibility for the profitability, quality, liquidity of assigned loan portfolio by managing the servicing of all client credit relationships including file documentation, legal documentation and loan closing, clearing exceptions, and problem loan/asset management.
- Responsible for developing revenue growth through the generation of loans, deposits, fee income and cross-selling all applicable bank services.
- In conjunction with credit support, prepare and present credit proposals for existing and new clients. Ensures that proposals are complete, viable, and that sources of repayment are sound and well documented. Following approval, ensures transactions are properly documented and monitored.
- Represents the Bank in the community by actively participating in civic affairs and local and professional organizations.

Job Requirements for Essential/Primary Job Functions:

- Excellent verbal and written communication skills
- Strong computer and analytical skills.
- Demonstrated sales negotiating and successful closing experience.
- Ability to grasp complex credits clearly.

Compliance Accountability:

- Responsible for compliance with all regulations, laws, and bank policies and procedures that pertain to your day-to-day job responsibilities.
- Responsible for maintaining a working knowledge of all compliance regulations pertinent to your assigned duties by successful completion of any courses assigned on a timely basis.
- Responsible for participating in BrandBank's community development program at least one day each year.
- Responsible for adherence to BrandBank's Code of Professional Ethics and Conduct as well as observing and promoting compliance with the Code among fellow bank personnel, customers and vendors.

Education/Work Experience:

- Minimum of ten years in commercial lending.
- Education – Bachelor's Degree and related training

BrandBank is an Equal Employment Opportunity (EEO) employer and welcomes all qualified applicants. Applicants will receive fair and impartial consideration without regard to race, sex, color, religion, national origin, age, disability, veteran status, genetic data, or religion or other legally protected status.

To apply: <https://www.thebrandbank.com/careers>