



CASH MANAGEMENT OFFICER

Department: Operations

Reports To: SVP, COO

FLSA Status: Exempt

Prepared Date: January 26, 2018

Travel Required: up to 25%

Summary: The Cash Management Officer is responsible for identifying, presenting, and delivering cash management solutions to established customers and prospects. The Cash Management Officer is also responsible in helping develop and maintain the Bank's cash management products and services, pricing, customer and technical support, including implementation and documentation.

Essential Duties and Responsibilities:

- Meet with clients and prospects to assess cash management needs, discuss initiatives and recommend effective strategies, and follow-up appropriately.
- Meet or exceed sales revenue, calling, and proposal goals based on quarterly goals to be provided.
- Partner with relationship managers and branch staff to identify and develop cash management solutions for clients and prospects.
- Collaborate with relationship managers and branch staff to develop cross-sell strategies.
- Work with clients and Cash Management implementations team to deliver a seamless transition to State Bank of India (California).
- Manage risk by ensuring compliance with policies, procedures, and regulations for product and customer lifecycle and manage initial and ongoing customer due diligence.
- Develop and generate proposal templates and ensure completion of cash management documentation.
- Ongoing monitoring and management of cash management clients including facilitating day-to-day operations.
- Team up with internal partners (Branch and Back-Office Operations) to improve the "client experience," through continuous improvement.
- Work with the Bank's Operations personnel to develop and enhance the Bank's Cash Management offering and pricing updates.
- Analyze and monitor market trends and competitive landscape for new product offerings and/or product positioning.
- Will adhere to and comply with all United States Federal and State Regulations including the Bank Secrecy Act, Anti-Money Laundering Act, USA PATRIOT Act, and OFAC laws and their implementing regulations



Supervisory Responsibilities: This job has no supervisory responsibilities.

Qualifications: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or Experience: Associates Degree in Business or equivalent; Requires 5-7 years of relevant Cash Management experience in a similar sized or larger financial institution with exposure to client support, sales and products

TO APPLY:

If you would like to apply, please submit a cover letter referencing the job title, resume, three professional references (names/contact information) and send to:

careers@sbical.com

Fax: 213.489.4560

Documents submitted via email as attachments must be in Microsoft Words or pdf format. Resumes that do not reference a specific job title in the cover letter or email subject line will not be considered.