



Relationship Manager

Location: San Jose Branch
Reports to: SVP & Regional Manager
Classification: Exempt
Prepared Date: June 28, 2018
Travel Required: 70%

The State Bank of India California is accepting applications for an exciting new position available at our San Jose Branch in Northern California. The incumbent for this position will be responsible for acquiring, growing entire client relationships, primarily in Technology sector; deepening relationships with the C-Suite; consulting and cross-selling the entire SBIC platform (i.e. Treasury management solutions, Debt funding, remittance services etc.) to address client business; orchestrating cross-functional SBIC teams to optimize client experience; and building real relationships to differentiate SBIC from other competitors. Major responsibilities include new business development, expansion of existing relationships, as well as, originating, advising on, and negotiating financing solutions for SBIC Commercial Bank clients.

Essential Duties and Responsibilities include the following.

- Building and growing relationships with Founders, CEO's, CFO's, and other key stake holders, as well as, developing and driving new business opportunities in the market.
- Negotiating and engineering financial solutions for the clients.
- Co-ordinating with Credit team at Head Office as well as the customer in closing lending transactions.
- Maintaining overall general management responsibility of the client portfolio
- Co-ordinating with different cross functional teams in rendering smooth customer service to the clients.

Other duties include

- Submitting credit requests to the Head Office Credit Committee for approval; interviewing loan applicants, negotiating the loan terms, processing documentation and providing completed disclosures to customers within established time frames
- Developing and implementing a marketing strategy for originating new loans,
- Cross sells all SBIC products including treasury solutions, remittances, plans and implements various marketing events,
- 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 Bank's Customer Information Program (CIP) and Customer Due Diligence Programs.

Supervisory Responsibilities

This position does not have direct Supervisory Responsibility but will be required to closely liaise with VP & Branch Heads at branches, Credit team at the Head Office.



Qualification & Experience

Bachelor (B.A/B.S.) or equivalent required; Five or more years of related experience. Expert relationship management skills. Strong negotiation and marketing skills with an ability to build and close new relationships. Strong business network.

Highly effective person with people and relationships, Business leader, maintains an extensive network of business relationships, including the executive management of clients, prospects, referral sources, and other influential relationships in market. Adept at building, managing, and scaling a business with strong understanding of the capital structure of venture backed technology companies.

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.