



**State Bank of India**  
(California)

## AVP/VP RELATIONSHIP MANAGER

Starting range: \$90,000 - \$140,000

**SUMMARY:** Develops and manages new business in the areas of commercial lending across various industries including loans and deposits in assigned region (Bakersfield, Fresno, Modesto). Acquires new clients and builds relationships by providing superior client service to achieve the clients' financial objectives. Strengthens existing client relationships by identifying and presenting new solutions; consults and cross-sells the entire SBIC platform (i.e Treasury management solutions, debt funding, remittance services, etc.) to address clients business needs, orchestrates cross-functional SBIC team to optimize client experience and builds relationships to differentiate SBIC from other Banks. Responsibilities include:

- Identifies leads and acquires new business.
- Researches market trends to identify new business opportunities.
- Negotiates financing solutions for the Bank's Commercial Bank clients.
- Assesses credit worthiness of potential borrowers, negotiates credit terms, and engineers financial solutions within the bank's capabilities, credit policies and lending practices.
- Coordinates with credit and Branch personnel and liaises with client to ensure loan packages are complete and thorough.
- Develops and implements marketing strategy for origination of loans and deposits; plans and implements marketing events/sales blitz.
- Manages client portfolio and collaborates with other bank departments to ensure excellent customer service and resolve credit issues and ensure covenant compliance.

### QUALIFICATIONS:

Bachelor's degree (B. A./B.S.) in Finance, Business Management or related field, five or more years of commercial lending experience with strong understanding of CRE and C& I loan market and/or industry-focused lending; or equivalent combination of education and experience. Successful track record of acquiring, retaining and building banking relationships. Exposure to international trade activities between USA and India or China preferred. Demonstrated sales skills. Strong negotiation and marketing skills. Must be a self-starter and adept at building, managing, and scaling a business with strong understanding of the capital structure of venture backed technology companies and dealing with technology industry clients preferred.

### TO APPLY:

If you would like to apply, please submit your resume via email at [careers@sbical.com](mailto:careers@sbical.com) or Fax: 213.489.4560.