

# VACANCY

## Manager & Team Lead, Corporate and Commercial Banking

Applications are invited from persons with suitable qualifications to fill the position of “**Manager & Team Lead, Corporate and Commercial Banking**” at the Republic Bank (Anguilla) Limited.

The job holder is expected to support the AGM Regional Corporate & Commercial Banking in the growth / retention / administration / monitoring / control and profitability of the portfolio and the development of support staff. The job holder is also expected to actively solicit new business and maintain/upsell current business and to execute the Branch Compliance/Security responsibilities in accordance with the Bank’s systems and procedures.

### PORTFOLIO GROWTH

- Leading the profitable growth of the country’s Corporate & Commercial Portfolio by developing activities and strategies to build client relationships, maximize opportunities, and results.
- Leading the direct selling of both credit and non-credit products and services to prospects and customers.
- Maintaining a high market profile within the assigned market area with both internal and external contacts.
- Analyzing financial statements & assessing borrower credit risks to recommend loan structuring (Pricing, Security, Terms & Conditions, etc.).

### PORTFOLIO MANAGEMENT AND ADMINISTRATION

- Executing the Bank’s KYC Compliance responsibilities for the assigned portfolio to ensure adherence.
- Day to Day management of the country’s corporate and commercial portfolio to mitigate operational and credit risks.
- Providing a high level of service to the country’s corporate and commercial clients in support of the Bank’s strategic objectives.
- Overseeing all customer queries.
- Supervising and developing staff to ensure that performance standards are met, and appraisals are prepared on a timely basis.
- Carrying out audits / checks to ensure compliance with Bank’s Systems and Procedures and following up and reporting on accounts identified as Audit Exceptions until regularized.

### QUALIFICATIONS AND REQUIREMENTS

- 15 years’ banking experience with at least 7 years in Commercial/Corporate credit of which 5 years should be at the supervisory level.
- Financial Analysis related Certification or comparable qualification is desirable.
- Financial related degree with at least an upper second-class honours or comparable accreditation e.g. ACCA is desirable.
- Working knowledge of laws as it relates to lending and securities in the domicile country is an asset.
- Proficiency in Microsoft Office Suite.

### BEHAVIOURAL COMPETENCIES AND SKILLS

- Excellent interpersonal, communication, negotiating and leadership skills.
- Very Good knowledge of the Bank’s Systems, Policies and procedures as it relates to Securities and Loans.
- A sound knowledge and understanding of the local regulatory, legal, economic and financial environment.
- Expert analytical, investigative, and decision-making skills.
- A proven track record of leading teams to achieve or exceed targets and/or growing market share in a highly competitive environment.

### REMUNERATION

The Bank offers an attractive remuneration package.

Closing date for submission of applications is **March 14, 2025**.

Kindly submit your resume by email to the **[rbleapplications@rfhl.com](mailto:rbleapplications@rfhl.com)**.

**Thank you for your interest in Republic Bank (Anguilla) Limited.**

**\*\*Please note that only suitable applications will be acknowledged.**



[www.republicbankanguilla.com](http://www.republicbankanguilla.com)



[ai.republicbank@rfhl.com](mailto:ai.republicbank@rfhl.com)



**Republic Bank**  
*We're the One for you!*