



## External Job Posting

### Relationship Manager

The Bank of The Bahamas Limited, a premier provider of financial services in the region, is dedicated to excellence and innovation in banking. We are seeking an experienced **Relationship Manager** to join our growing team and drive the expansion of the Bank's presence within the corporate segment.

**Position Overview:** The **Relationship Manager** will focus on cultivating and maintaining strong client relationships, driving portfolio growth, and enhancing client satisfaction through tailored financial solutions. This role involves developing strategies to attract new business, managing and improving portfolio quality, and contributing to the Bank's long-term goals. The ideal candidate will proactively engage with clients to understand their financial needs, provide customized solutions, and ensure exceptional service delivery, all while supporting the Bank's mission of excellence and innovation.

#### Key Responsibilities:

- Build and manage relationships with corporate clients in the market, ensuring exceptional service and identifying opportunities for growth.
- Collaborate with cross-functional teams to create financial solutions that meet client needs and align with the Bank's goals.
- Develop new business opportunities and attract high-value clients to expand the portfolio.
- Conduct comprehensive financial analysis to prepare and present credit proposals in adherence to the Bank's Credit Policy Guidelines.
- Ensure proper documentation and compliance for all loan accounts, collaborating with internal teams and external agents as needed.
- Monitor portfolio performance, addressing potential risks and proactively managing delinquent accounts.
- Support marketing initiatives aimed at positioning the Bank as a leader in corporate financial services.

#### Minimum Qualifications & Experience:

- Bachelor's degree in Business Administration, Finance, Accounting, or a related field.
- At least (5) years of experience in commercial credit, financial analysis, or banking.
- Strong understanding of credit assessment, risk management, and portfolio development.
- Proven ability to build and maintain high-value client relationships.
- Excellent analytical and communication skills.
- Proficiency in digital banking platforms and modern financial technologies.
- Good organizational skills and managerial abilities to prioritize tasks and elicit a high level of productivity to meet objectives within tight daily deadlines.
- Demonstrates professional judgment and tact in dealing with clients and internal and external partners/team members.
- Strong interpersonal and presentation skills.
- Ability to maintain effective working relationships with senior management and Head Office Personnel.

#### Why Join Us?

- Be part of a high-performing team that values innovation and excellence.
- Competitive salary, performance-based incentives, medical insurance (including life, dental, and vision), and a robust pension plan.
- Be part of a team that values your expertise and invests in your success!

**Deadline to Apply:** Thursday, February 13, 2025.

**Application Submission:** Please email your application to [hr.apply@bankbahamas.com](mailto:hr.apply@bankbahamas.com).