
RELATIONSHIP MANAGER

Full Time, Exempt

Reports to Chief Banking Officer

November 13, 2020

Who We Are

At Seattle Bank, our mission is to be a unique financial resource to our community by providing our clients a personalized experience and peace of mind. We know that we create value for clients by aligning the right resources behind them and their dreams. We achieve that alignment through a shared sense of vision, urgency, and possibility.

We're unlike most banks, in that we are highly focused on providing tailored services to individuals and families, business owners, and businesses. That focus enables us to customize solutions to a unique personal or business situation. We leverage a great team and great technology to move quickly, and to make things easy for our clients.

Position Summary

Seattle Bank is hiring a Relationship Manager. We're looking for a high performer, who can take ownership of underwriting and structuring credit requests, can drive documentation and negotiations, and guide ongoing portfolio management of private and commercial banking credits. The Relationship Manager will manage existing and new relationships. They will collaborate closely with our business development leaders on new opportunities, run with clients and partner referrals, and develop their own referral network.

This role is key to our ability to support prospective and existing clients; we differentiate from other banks by moving quickly and taking a holistic view of the borrower's profile. At the same time, it is a unique opportunity for a team-player with excellent credit skills and a strong work ethic to establish themselves as a top Relationship Manager in our market. The position will work closely with other Relationship Managers, Credit Administration, Loan Operations, and the Chief Credit Officer.

We're looking for someone who:

- Has excellent credit skills. You identify key risks, think through appropriate analysis and structures to quantify and mitigate these risks, and provide necessary supporting

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evidence. You can jump into cash flow and collateral analysis. You're a great writer and can use Excel to help analyze and communicate relevant information.

- Has strong credit experience. You have deep commercial credit underwriting experience, including term, revolving and transactional credits. You are familiar with real estate and other secured financing. You can readily apply credit fundamentals to private banking transactions.
- Is motivated. You have a sense of urgency and strong work ethic because you are excited to solve problems for clients and get deals done.
- Takes great care of clients. You'll respond quickly, collaborate, and over-communicate. You'll clarify expectations in advance, confirm objectives have been met, and follow up afterwards to make sure the client is happy.
- Is a leader and team player. You get along well with your colleagues, share in a common goal, and communicate effectively with peers.
- Wants to help build a great company. You place value on the opportunity to help build and have ownership in a great Bank and a great company.
- Is organized, attentive to deadlines and details.
- You want to be part of building something great; you appreciate the associated challenges and will keep cool under pressure.
- You care about the quality and details of the work you create.
- You love working with people and they love working with you.
- You have a track record of trying and learning new things.
- You have a point of view but are low ego.

Interested?

Please send a cover letter and resume to jobs@seattlebank.com.

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Seattle Bank considers for employment and hire qualified candidates without regard to race, religious creed, religion, color, sex, sexual orientation, genetic information, gender, gender identity, gender expression, age, national origin, ancestry, citizenship, protected veteran or disability status or any factor prohibited by law, and as such affirms in policy and practice to support and promote the concept of equal employment opportunity and affirmative action, in accordance with all applicable federal, state, provincial and municipal laws. The company also prohibits discrimination on other bases such as medical condition, marital status or any other factor that is irrelevant to the performance of our teammates. Candidates must possess authorization to work in the United States, as it is not the practice of Seattle Bank to sponsor individuals for work visas. Employment at Seattle Bank is on an at-will basis.

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