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# PRODUCING RELATIONSHIP MANAGER

Full Time, Exempt

Reports to Chief Banking Officer

June 2, 2021

## Who We Are

At Seattle Bank, we think boldly. We are a boutique bank with a big vision for how we serve our clients and our community. With a motivated and forward-thinking team, we are building the modern banking business model in effort to deliver the highest value to our clients, community and shareholders. Our specialty is serving clients with complex, interwoven banking needs and giving them the peace of mind that only exceptional service can provide. Complex transactions – both loans and deposits – are routine at Seattle Bank. When we collaborate with clients and professional advisors to solve their specific problems, they see us not as their banker, but as an extension of their team. We set goals, work hard and reward a job well done – together. As a lean team, we do our work with directness, efficiency and transparency. Seattle Bank provides tremendous opportunities for eager and entrepreneurial professionals who want to be part of reimagining our industry and building a new kind of financial institution.

## Position Summary

Seattle Bank is hiring a Producing Relationship Manager (PRM). We're looking for a high performer, who is energized to be in the market developing new business with target prospects. Targeting will be informed by credit fundamentals and a good commercial understanding of loan, deposit and treasury opportunities. Opportunities will be cultivated through existing clients, COIs, networking, community involvement and direct calling as appropriate. Additionally, the PRM will collaborate with marketing to leverage our investments in events, sponsorships, digital and content marketing.

The ideal candidate can take ownership of underwriting and structuring credit requests, drive documentation and negotiations, oversee onboarding and manage existing and new relationships. They will collaborate closely with our client service, treasury and portfolio management team.

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- [seattlebank.com](http://seattlebank.com)
  - 206.281.1500



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We differentiate from other banks by moving quickly and taking a holistic view of the borrower's profile. The PRM will play a key role in our ability to reach new clients who value the benefits of working with a digitally driven boutique bank. This is a unique opportunity for a team-player with credit and sales skills to establish themselves as a top banker in our market. The position reports to the Chief Banking Officer and works closely with other Relationship Managers, Credit Administration, Loan Operations, and the Chief Credit Officer.

We'd love to hear from you if:

- You have a track record of consistent success developing business and commercial banking relationships; working effectively with business owners and leaders.
- You are motivated, systematic and disciplined in your approach to developing high value relationships.
- You effectively develop business through strategic networking and referral sources, leverage social media and targeted prospecting.
- You are mindful of typical B2B sales cycle and influences.
- You can readily apply credit fundamentals in discovering and solving client needs; including term, revolving and transactional credits. You are familiar with real estate and other secured financing. Experience with private and mortgage banking is a plus.
- You appreciate the importance of details to the customer experience, and are knowledgeable of commercial banking, typical credit and treasury needs, and applicable policies, procedures and regulatory requirements.
- You guide deal progression and communicate effectively to clients with proposals in process.
- You are a pro; able to anticipate the client journey in order to manage expectations and outcomes.
- You are an exceptional communicator, whether with a client, referral source or speaking to small groups.

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- You want to be part of building something great; you appreciate the associated challenges and will keep cool under pressure.
- You are a results-minded leader who knows how to capitalize on the diverse strengths of people around you to succeed.
- You love working with people and they love working with you.
- You have a point of view but are low ego.

## Interested?

Please send a cover letter and resume to [jobs@seattlebank.com](mailto:jobs@seattlebank.com).

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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