
SVP, Market Leader

Full Time, Exempt

Reports to Chief Executive Officer

November 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 an effort to deliver the highest value to our clients, community and shareholders. Our specialty is serving high net worth individuals and families, their closely-held businesses, and local community organizations; clients with complex, interwoven banking needs, who value 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 Senior Vice President and Market Leader to head our Private, Specialty Mortgage and Commercial Banking teams. This is a new position created to further support the on-going growth of the Bank. The Market Leader will report to the CEO.

We're looking for a high performing banker to leverage their sales, relationship, and leadership experience to drive the growth of our boutique bank offering. The Market Leader will inherit a strong team that is highly regarded in the market for the ability to work with high-value clients and their trusted advisors. The goal is to provide this team the resources and support as we look to increase our reach, while also recruiting new team members to expand our capacity. Additionally, the Market Leader will be a primary representative of the Bank in the market and community, helping to increase brand awareness, cultivate new relationships and surface high value business opportunities.

Strong candidates will exhibit the capability to build and lead great teams, will have high sales energy, and be very effective at collaboration. While deep expertise is not required in each of

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our business lines, the Market Leader must possess a thorough commercial understanding of loan, deposit and treasury opportunities, and the ability to translate those across private, mortgage and commercial banking.

This is a unique opportunity for a highly capable, motivated and collaborative person to join a uniquely positioned company and establish themselves as an industry leader.

We'd love to hear from you if:

- You have a track record of consistent success building and leading highly effective teams.
- You are experienced providing relationship-based private, mortgage or commercial banking services to high value clients.
- You are motivated, thoughtful, and disciplined in your approach to developing high value relationships—including with colleagues, employees, clients and partners.
- 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 are a pro; able to anticipate how changing dynamics may affect our team and clients in order to manage expectations and outcomes.
- You are deeply connected in the Greater Puget Sound area, with demonstrable networks in the sector of closely-held/family-owned businesses and/or professional services supporting high net worth individuals and families and the wealth advisor/registered investment advisor community.
- You are an exceptional communicator, both internally and externally, one-on-one or to large 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 aren't afraid to roll-up your sleeves or wear multiple hats.
- 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.

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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