

Senior Relationship Manager



The Senior Relationship Manager is responsible for the growth and management of a portfolio of high-value Commercial clients. This role combines advanced relationship management with leadership influence, risk oversight and market engagement.

Key Job Accountabilities:

- Reinforces a needs-based, client-focused approach across the team to deepen client relationships and increase share of wallet;
- Works with senior leadership to execute revenue strategies and drive strategic portfolio growth;
- Partners with other banking units to enhance cross-bank collaboration and relationship development;
- Ensures full adherence to regulatory, credit and operational requirements during onboarding and throughout the relationship;
- Assists the SVP, Head of Commercial Banking with risk mitigation, issue resolution and portfolio-level oversight;
- Represents Clarien at various business and community events to increase client engagement and market visibility;
- Oversees account documentation, credit requests and transactional processing for assigned clients;
- Partners with credit underwriting team to review, prepare and present new credit applications and annual reviews to Credit Risk Management.
- Manages the credit disbursement process, coordinating with internal and external stakeholders to ensure timely closure of facilities;
- Contributes to profitability by identifying and maximizing business development opportunities;
- Builds a strong market profile through relationship-building and business development activities;
- Assists in the development of solutions through banking products and services to meet clients' needs;
- Completes commercial relationships reviews to ensure ongoing compliance and adherence to policies and procedures of the Bank, credit requirements, deposit account activity and risk management requirements;
- Safeguards the Bank's assets and liabilities by reporting any unusual occurrences or fraudulent activities as per established procedures;
- Promotes teamwork and service excellence across departments.
- Participates in special projects relating to the commercial client portfolio; and
- Other ad-hoc tasks as reasonably assigned.

Qualifications & Experience:

- University degree in a relevant field.
- Minimum 6 years' experience in delivery and support of commercial banking, credit and electronic banking products for commercial clients.
- Extensive experience in business development and commercial banking processes.
- Strong experience in loan structuring, negotiating, for new and existing clientele.
- Advanced understanding of financial statements, financial analysis and commercial credit underwriting.
- Strong understanding of KYC requirements for commercial, corporate and sovereign clients.
- Proficiency in Microsoft Office.
- Excellent planning, communication and interpersonal skills.
- Team-oriented, collaborative mindset.

Clarien is an equal opportunity employer and offers a competitive compensation package commensurate with qualifications and experience.

Please submit a detailed cover letter and resumé no later than December 24, 2025 to:

Human Resources Department 25 Reid Street, Hamilton HM 11 P.O. Box HM 665, Hamilton HM CX Email: jobs@clarienbank.com

We sincerely thank all applicants for their interest. Only those candidates under consideration will be contacted. For information on how we process your personal information, please visit our website Privacy Statement at <https://clarienbank.com/privacy-statement>.