

## **Business Relationship Manager 2/3/Snr.**

Business Banking serves the banking needs of businesses with \$1 million to \$20 million in revenue. The Business Relationship Manager (BRM) manages a portfolio of these clients and is a key role in the field organization, building relationships by providing financial advice to business clients with a focus on client experience and risk management. Business Banking is looking for an RM to develop new business and deepen existing relationships.

### **Description:**

- Build collaborative internal and external relationships to provide the best in client advice and service develop the business to ensure a seamless experience for the client who has multiple products and services.
- Serve as a trusted advisor to the client in delivering comprehensive and customized business banking products and solutions tailored to the financial needs and circumstances of business clients.
- Manage a portfolio of clients; grow portfolio by prospecting for new clients and deepening relationships with existing clients.
- Use knowledge of business, finance, banking, credit and risk management to identify, recommend and promote products and solutions that best serve the client while still working within risk parameters that protect the bank.
- Build relationships by calling on existing clients to truly understand their businesses and analyze product and service growth opportunities that ensures profitability of portfolio.
- Utilize referral networks and centers of influence to identify and pursue potential new clients, looking for ways to cultivate a long-term relationship.
- Protect the firm by following sound risk management protocols and adhering to regulatory requirements.
- Manage a disciplined marketing process by identifying steps/strategies necessary to effectively maintain and build relationships with clients and prospects.

### **Qualifications:**

- 5 to 7 years experience in business banking relationship management role or commercial lending experience.
- Bachelor's degree in Finance or related field, MBA preferred, or equivalent work experience required.

- Strong knowledge of business credit, deposit and cash management products and services.
- Strong knowledge of business credit underwriting with commercial credit training required.
- Strong communication skills with individuals at all levels, internally and externally.
- Ability to build relationships with clients and internal partners and influence others without direct control.
- Able to identify opportunities, issues and viable alternatives when traditional solutions do not apply.
- Uses sound judgment to offer comprehensive and customized solutions that best meet client needs; ability to anticipate client needs.
- Ability to manage multiple and competing priorities on a daily basis in pursuit of business objectives.
- Knowledge of diverse types of businesses, industries, markets, financial and economic concepts.
- Candidates with strong current business network preferred.
- Develop, retain and expand relationships with Centers of Influence (COI) i.e.: CPA's and attorneys. Viewed as a leader in community organizations such as Chamber of Commerce, non-profit boards.

Travel requirement: approximately 25%

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