

JOB DESCRIPTION:**Deposit Relationship Manager****About the role:**

Under the direction of the Chief Banking Officer, the Deposit Relationship Manager will perform the following duties:

- Supports the management of all activities for the growth of primarily deposits, depository client services, treasury, cash management services and sales, small business, mortgages, private banking and profitability, sound lending and superior customer service;
- Facilitates the development and enhancements of the bank's suite of products and capabilities to more effectively and comprehensively serve future customers of the bank;
- Supports the marketing and business development strategies, which emphasize new business, customer retention, effective pricing and the cross-selling of the bank's suite of financial products and services;
- Complies with the bank's Chief Banking Officer and Chief Executive Officers approved portfolio strategy;
- Assists the department's business plans in line with the bank's strategic business objectives, financial and operational plans;
- Develops and maintains constructive relationships with trade associations, cooperative councils, the financial community and other institutions to enhance performance and relationships;
- Work closely with the Chief Banking Officer in the preparation of the financial, credit, technology, operations and business plans for areas of responsibility;
- Represent the bank in meetings with customers, government and industry leaders to provide enhanced value and develop meaningful partnerships and alliance;
- Drive profitability by ensuring the financial impact of all business decisions is independently evaluated and recommendations made to the business to mitigate any financial risks;
- Analyze financial impacts of new business proposals, transactions and financial trends, concepts, principles and regulations to determine actual and/or potential effects on the business entity;

About You

Knowledge, Experience & Qualifications should include:

- At least five years of experience with a successful production history; calling on commercial and retail clients;
- Leveraging a strong entrepreneurial spirit, drive your business growth strategy and profitability;
- Proven track record of growing top line revenue while also driving profitability and value in a commercial bank business, without sacrificing the highest level of customer service;
- Ability to form effective relationships and achieve influence at the most senior level in the organization and with external regulators;



- Communication and interpersonal skills, including the capacity to articulate the case for sound financial and credit practices in the language of business;
- Ability to make robust/tough decisions;
- Working across all levels of the organization to understand cross-functional linkages and interdependencies, as well as the implications of risk and regulations at both a strategic level and at the business unit level;
- Proven ability to prioritize competing demands;
- Demonstrated ability to assess financial trends and react to them to expand and manage your portfolio;
- Ability to drive change in a new environment.

Piermont Bank is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. We do not discriminate based upon race, religion, color, national origin, political affiliation, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability or other applicable legally protected characteristics.