Role Purpose Statement

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| Role title: | **Specialised Banking Manager – Business Development** |
| Division: | Business Everyday Banking |
| Business unit: | Trade and Working Capital (TWC) |
| Role reports to: | **Specialised Banking Executive** |
| Level (1 to 7): | 3 |
| Purpose: | To provide working capital finance solutions to support a trading business’s cash flow requirements, allowing these customer to meet their growth aspirations  To proactively research, identify, and source external to NAB and / or internal (existing NAB customer) new trading business opportunities.  To create a presence and prominent level of TWC product understanding and awareness within the organisation and the business marketplace. Manage and ensure a customer's payment risk, delivery risk, and sanctions obligations are compliant and managed appropriately. |
| Accountabilities:  A list of the key responsibilities of the role, detailing what the role is accountable for | **What is this role specifically accountable or responsible for**   * Origination of TWC specialist products and services (Trade & Invoice Finance) within a defined B&PB coverage region. Regional and Agri focus. * Proactively seeking new business opportunities for TWC and NAB through conversations with clients and their advisers and review of information provided. * Identifying customer needs and matching to appropriate solutions in line with the customers aspirations and trade cycle via a thorough review of a customer’s cash flow performance, budgeted projections, and associated risks through their supply chain. * Deliver TWC capability to internal NAB stakeholder (Bankers / Credit) to increase awareness of NAB’s ability to support customers working capital requirements through TWC solutions * Building awareness of NAB expertise and specialisation by developing relationships and delivering capability to customer advisors and external stakeholders (e.g. Brokers/EFA/Accountants/Industry bodies). * Identifying and advising NAB credit and bankers of relevant risks and any appropriate risk mitigant of a customer solution. * Maintain lists of current and potential clients. * Actively advising clients who trade internationally on risk mitigation when importing and exporting as well as awareness regarding sanction and embargoes. * Deliver a great customer experience and grow customer advocacy of TWC and NAB. * Proactively sharing insights, supporting, and building capability in TWC products and services. * Responsibility for determining priority of overall workloads to ensure that objectives are met. * Team activity, reporting and service synergy. * Ensuring that solutions provided meet appropriate return on equity (pricing for risk). * Ensure that all work is performed in accordance with the requirements of the Health & Safety Policy, procedures, and legislation. * Take reasonable care for own health & safety, as well as that of others. * Provide professional and ethical behaviour in your actions by ensuring compliance with external legislation, bank standards and internal operating policies and procedures relevant to the position. * Ensure all personal training records are maintained and kept up to date * To conform with all internal operating policies and procedures relevant to the position. |
| Financial accountability: | To deliver attractive returns and our financial plan for shareholders as per the current individual and State Performance Plan. |
| People accountability: | * None |