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 aspirationsTo 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.
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| Financial accountability: | To deliver attractive returns and our financial plan for shareholders as per the current individual and State Performance Plan. |
| People accountability: | * None
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