**Role Purpose Statement** 

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| **Role Information** |  |
| Role title: | Director, Client Coverage |
| Position Number: |  |
| Business Unit: | Listed Corporates, Corporate Banking |
|  | Corporate & Institutional Banking (CIB), Client Coverage |
| Group (1 to 7): | 5 |
| **The Role** |  |
| Purpose   * Brief description of what the role is about * The reasons for having this role in place | Prime strategic responsibility for the relationship of a  portfolio of existing and targeted Corporate Banking Clients largely  within the Listed Corporates segment. The portfolio also provides the opportunity to specialise in the consumer and agriculture sectors. The central focus is the proactive development and marketing of financial solutions with the objective of  maximising the total return and revenue from each client.  Responsibility for development and specific account/revenue. All  objectives are to be achieved in line with the Corporate Principles and  with NAB’s key stakeholders in mind i.e., shareholders,  customers, community, and colleagues. |
| Core Responsibilities:   * What are 3-5 core responsibilities of the role? * Does this role have any direct reports and if so, how many? | 1. Clients- understanding of client’s business and delivery of financial solutions to meet business needs.  2. Risk- working closing Client Management & Execution (CME) and Credit Risk Management (CRM) regarding risk profile and asset quality.  3. Product Specialists – working with Product Specialists across other areas of  CIB maximise outcomes for Clients.  4. Leadership- Leadership and coaching across Coverage, CME and Corporate Finance.  5. Industry- Leadership both internally and External. |
| Success:   * What does success looks like? * What are 3-5 deliverables that define the success of the role? | 1. Customer focus and improvement of Customer advocacy.  2. Assisting Executive Director and State Head in building engaged and empowered Team.  3. Building a sustainable client base built of strong client returns via proactive client management.  4. Effective relationship building of Key Stakeholder Groups to build leadership across Portfolio and team. |

**The Person**

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| Critical Experiences:   * Describe 3 experiences that the candidates must have in their past employment history | 1. Ability to understand and interpret economic and market factors and  Events.  2. Excellent understanding of financial products and services.  3. Good understanding of the legal and regulatory environment of the  function and business.  4. Strategic perspective on markets and impact on portfolio.  5. Ability to understand complex proposals and provide solutions.  6. Negotiation experience.  7. Industry experience in the consumer and agriculture sectors. |
| Qualifications:   * Any Tertiary and other professional qualifications required | Bachelor’s degree, MBA etc. |
| Core Skills & Capabilities  required:   * The must have hard (technical) and Capabilities required | 1. The role requires highly skilled and capable industry experts  experienced in the finance/business community with proven high-level  relationship management skills and an excellent understanding of  business/ commercial practices.  2. Technical training, in legal, credit, commerce, and accounting. |
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