



Role Purpose Statement

BBE R&A Eastern SA & Eyre Peninsula

Position Number	65271367
Position Address	Level 13 60 King William St Adelaide, South Australia. 5000 Australia
Organisational Unit	Eastern SA & Eyre Peninsula
Global Function	Project Management
Global Function Desc	Provide financial advisory services, fully integrated financial solutions and risk management for customers with Business Lending and Business Deposits (includes Agribusiness).
Generic Job No.	70001760
Generic Job	Business Executive - nabbusiness
Job Differentiator No.	92579149
Job Differentiator	Differentiator not applicable. Group 4 position in Australia.
Enterprise Behaviour	<p>Responsible for behaving in accordance with NAB's Code of Conduct and demonstrating the Enterprise Behaviours in all customer, community and employee interactions.</p> <p>Protecting NAB information and information systems is the responsibility of every employee. For your specific responsibilities refer to Use of Information and Information Systems - User Responsibilities within the Group Information Security Standards.</p>
Work Type	Leader of Leaders
Purpose	Champion of the Sales and Leadership process for a business unit within the overall Business Segment Responsible for the customer #value propositions# maximisation of income growth and market penetration within chosen markets. Effectively manages the risk profiles and asset quality of the Business Lending Portfolio within their unit.
Working Relationships	<p>##nabbusiness SGM (people leader) and Leadership Team</p> <p>##nabbusiness State Office and support partners (Finance, P&C, Academy in the Field, etc)</p> <p>##Business Banking Executives (direct reports) and Business Banking Managers and Associates in the region</p> <p>##Other RBBEs nationally # to share best practices and work as a united leadership cohort</p> <p>##Sales and Operations Advisor (direct report)</p> <p>##Specialists for the region (Credit, Asset Finance, Financial Planning, etc)</p> <p>##Cross Business Unit region leadership team (local Retail and Agribusiness Managers, etc) - to drive consistency and coordination in approach.</p>
Responsibilities	The Regional Business Banking Executive (RBBE) is a member of the State Leadership Team, with responsibility for optimising the performance of a region of the business for today and building a sustainable business for tomorrow. The RBBE has an equal focus across these four key areas of



	<p>responsibility:</p> <p>§#People leadership: build a positive culture and the capability of the team, and ensure the right people are in the right roles; actively contribute to building a positive state culture; identify and develop talent; coach the Business Banking Executives on their people management skills to ensure long term sustainability of the business.</p> <p>§#Customer focus: act as an ambassador of NAB and drive the community involvement strategy for the team, from a sales and a corporate responsibility perspective; build relationships with the top customers and key business contacts in the community; ensure team#s continued focus on the customer value proposition, maximising income and growth within strategically appropriate markets; where appropriate become involved with problem transactions; coach the Business Banking Executives to develop their customer management skills and their ability to coach their bankers in turn.</p> <p>§#Managing the business for today: develop and execute the regional business strategy by recognising and pulling the right levers to optimise outcomes from the team; hold ultimate accountability for the team#s delivery against sales plans and budgets; manage the revenue and expenses for the region; provide regional leadership and strategic direction on issues related to operations, change and risk management; manage bad and doubtful debts and operational risk; increase efficiency and reduce error rates; build relationships with the other local leaders in Personal Bank, Agribusiness, etc to drive consistency and coordination in approach.</p> <p>§#Managing the business for the future: engage the team in planning for the future and shaping the business for a sustainable future by synthesising information from a wide range of sources to understand complex business issues; active member of the nabbusiness national leadership group; make sense of strategic priorities and translate these into focus areas for the team; lead people through change in a dynamic environment; influencing the state and national nabbusiness agenda by providing insights and ideas.</p>
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Additional Information	<p>Required experience and knowledge</p> <p>§#Significant banking background (10-15 years) in either business, private, corporate, credit, or specialised business, or equivalent professional experience in a related career.</p> <p>§#Leadership role within a large business, ideally with functional and professional diversity.</p> <p>§#Managing a business with revenue and cost accountabilities.</p> <p>§#Sales and operations management e.g. maximising income mix, pipeline management, prospecting and acquisition,</p>
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QUALIFICATIONS AND SKILLS

Risk	
Customer Feedback	Obtained
Policy and Procedure Essentials	Obtained
Risk Ready - For New Starters Only	Obtained



Safety and Security	Obtained
Sales and Relationship	
Investigating Adverse Bureau	Obtained