



Role Purpose Statement

Senior Agribusiness Manager

Position Number	65180862
Position Address	131 Gray St Hamilton, Victoria. 3300 Australia
Organisational Unit	Western Victoria & South East South Aust
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.	70001774
Generic Job	Sales leader Specialised
Job Differentiator No.	92992756
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	Individual Contributor / Prof Specialist
Purpose	To pro-actively manage customer relationships and meet their needs by providing full Integrated Financial Services solutions through the most cost effective and appropriate channels. Full portfolio management via penetration of existing customers, acquisition of new customers and expense management
Working Relationships	<p>Direct Reports (frequent) - for support in relationship development and guidance in achieving individual business plans. Performance Management, Planning, mentoring, training, for support, guidance and assistance in relationship development</p> <p>Heads of Agribusiness FS (frequent) # for reporting to Executive Management, agreement of strategic direction, functional business plans, support, guidance, performance review, planning, mentoring, training and coaching</p> <p>Other Leadership Team colleagues (frequent) - for coordination of activity across functional areas to enable delivery of Agribusiness FS and overall business plans</p> <p>Key High Level External/Internal Customers/ Referral Partners (frequent) - for direct influencing at senior level to enhance the long term business relationships, market awareness, customer loyalty, income generation. Resolution of problems</p> <p>Risk Management (frequent) - for information provision, checking regarding credit approval progress of specific lending proposals.</p> <p>Professional (lawyers, accountants) # Liaisons re customer requirements,</p>



	networking, business referrals	
Responsibilities	<p>1.#Assess economic value and risk potential of new business.</p> <p>2.#Maintain and enhance the credit risk profile and profitability of the portfolio.</p> <p>3.#Sales - Implement specific local competitive and aggressive sales/income campaigns and initiatives. & sell and promote tailored Bank products and services within Bank parameters.</p> <p>4.#Develop and improve professional excellence through management of individual and teams performance.</p> <p>5.#Implement annual business plans for the customer portfolio allocated.</p> <p>6.#Personally develop and manage a portfolio of key AgFS customers and referral partners.</p> <p>7.#Identify new business and referral opportunities & establish, develop and utilise networks of internal and external contacts to aid achievement of income</p>	
Additional Information	<p>Role holder is likely to be a highly experienced agribusiness banker with a degree, preferably with a post-graduate professional qualification (generally CA, MBA, CIB)</p> <p>Likely to have experience with retail banking and or credit assessment/management of at least 7-10 years plus with a comprehensive understanding of Agribusiness FS products, marketing and customer segment management practices, and risk management.</p>	
QUALIFICATIONS AND SKILLS		
IT Training		
FAIR		Obtained
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