



**State Bank of India**  
(California)

## VP Branch Manager

Starting range: \$115,000 - \$130,000

Exempt

**SUMMARY:** Responsible for the overall leadership, management, and profitability of assigned Branch. Manages the efficient and daily operations of a full-service branch, including operations, lending, product sales, customer service and security and safety in accordance with the Branch's objectives. Creates a focused sales environment by committing to banker readiness, conducting marketing activities leading to revenue growth in loans, deposits and noninterest income, contributing to a successful customer centric experience, proactively managing disciplined operational risk activities while striving for excellence in execution in each of the mentioned areas. Provides effective leadership in all areas. Ensures compliance with regulatory requirements, and Bank policies procedures. This role's work schedule involves Saturdays and occasional evenings. Responsibilities include:

- Oversees, leads, and directs a branch with regards to sales, operations, and corporate/regulatory compliance to meet assigned lending, deposit, and fee income goals.
- Provides suitable credit, deposit or other banking services as well as counsel and advice to best meet clients' needs.
- Responsible for managing and growing Business Banking portfolio. Drives business banking results primarily through business development, outside branch calling efforts and community involvement activities. Has foundational understanding of balance sheet and income statement.
- Analyzes risks and profitability of assigned client portfolio to ensure ongoing profitability and conformity with credit terms.
- Responsible for ensuring the successful processing, underwriting, and approving of loans within assigned limits.

### **QUALIFICATIONS:**

Bachelor's (B. A./B.S.) in finance or related field; seven or more years in a commercial lending/business banking role or related experience and/or training; or equivalent combination of education and experience. Experience in personal banking, lending, sales, and customer service. Expert knowledge of business credit underwriting with commercial credit training preferred. Expert knowledge of deposit and cash management products and services. Thorough knowledge of the features and benefits of all bank products and services. A working knowledge of bank operating policies and procedures. Familiarity with bank operating systems and computer applications. Ability to analyze reports, metrics, and other data to identify trends, issues, and opportunities. Proven ability to build collaborative relationships across the organization and influence others to achieve desired outcomes. Must be able to balance the needs of the client with associated risks and interests of the Bank.

### **TO APPLY:**

If you would like to apply, please submit your resume via email at [careers@sbical.com](mailto:careers@sbical.com) or Fax: 213.489.4560.