

## **Commercial Loan Manager – Job Description Summary**

To develop and manage a variety of commercial loan accounts which meet established lending requirements and which provide maximum profitability to the organization with minimal risk. Develops new relationships from referrals and outside calling efforts. Enhances relationships by cross-selling the products and services. Must have knowledge of the organization's policies, procedures and practices in commercial lending along with a focus on servicing client needs. Responsible for the collection of delinquent loan clients.

The complete job description covers the following topics:

- Essential duties and responsibilities
- Supervisory responsibilities
- Performance standards
- Qualification requirements
- Education and experience
- Language skills
- Mathematical skills
- Reasoning ability
- Other skills and abilities
- Physical demands
- Work environment