

About Brookline Bank

Since 1871, Brookline Bank has built a legacy of consistent financial strength, trust, outstanding banking services, and strong customer relationships. Today, we have 30 branches that deliver an expanding array of valuable banking and financial services geared to helping individuals and businesses manage their finances. As a trusted financial resource to our customers, it's our everyday commitment to do more, deliver more, and exceed expectations.

What is Brookline Bank's most valuable asset? Our employees! We pride ourselves on hiring candidates that embrace our Core Four Values: Adaptability, Accountability, Leadership, and Teamwork. That is why we offer competitive pay and excellent benefits, including a matching 401k. Brookline Bank provides a great working environment that thrives on collaboration, drive and authenticity.

We are currently seeking an experienced Commercial Banker III to join the team in our Back Bay office. The primary responsibilities include the development of new business, management of existing loan portfolio and adherence to credit, compliance and operational policies.

Principal Duties and Responsibilities

- **New Business:** This position will independently develop new business opportunities through business development efforts; including new client solicitation, active involvement in industry organizations, and expansion of existing client base. Responsibilities will include overseeing loan underwriting to ensure the appropriateness of the analysis and supporting financial information and related reports and the preparation and presentation of credit approval memorandums. In addition, this position will document loans by ordering appraisals and environmental reports, issuing commitment letters, coordinating closings and overseeing the loan booking process. In addition to the development of loan opportunities, the Banker will work to increase deposits from clients, and generate non-interest fee income through the appropriate recommendation of interest risk hedging products, loan participation sales and referrals to partner organizations.
- **Portfolio Management:** Responsible for the ongoing maintenance and customer service of the assigned and originated loan portfolio. Monitor the ongoing credit quality of the portfolio and assess the credit quality of each relationship in accordance with policy including oversight of the annual credit reviews and periodic renewals throughout the year. This position will be responsible for the accurate entry of information to track/monitor the status of the portfolio.

Job Specifications

- Bachelor's degree or equivalent
- Minimum of 15 years of commercial lending and underwriting/portfolio management experience
- Understand the commercial marketplace within the Bank's target area
- Be well-versed with the Bank's credit policy and guidelines
- Have familiarity with other products and services offered by the Bank, for cross-selling purposes
- Ability to communicate effectively in both an oral and written capacity
- Be willing to assume any other duties as may be required