



Senior Commercial Relationship Managers – Downtown Denver, Denver Tech Center, Fort Collins, Western Slope

Every bank seems to be looking for the same profile of banker these days. “An experienced Commercial Relationship Manager, currently managing a portfolio of C&I customers, capable of self-sourcing \$10 - \$25 million in commercial credit facilities per year in the \$2 - \$10 million range coupled with TM and other bank products. A team player yet self-motivated and individually accountable.”

But not every banker is looking for the same profile of bank. Individuals are much more likely to be successful and enjoy a long-term career with an organization that fit’s their experience, abilities and career goals and when their personalities and passions are aligned with leadership styles and the company vision.

With decades of experience in recruiting, developing and retaining talent for the financial services industry, we have identified the key indicators that most often determine the degree of success and longevity of employment within a peer group of companies and within specific companies.

There are systemic challenges, pros and cons within community banks that are different from regional or money center banks.

Public companies foster a different culture and promote a different sales philosophy than do private companies.

For additional information about any of these positions please contact:

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