

*RBC Royal Bank is presently considering applications for:*

## **BRANCH MANAGER, MONTSERRAT**

The successful candidates should possess the following qualifications:

- Minimum 7 years experience in retail banking with a good knowledge of credit, sales and service operations
- A Degree or Diploma programme in Management, Banking or Finance or equivalent education/training in a related field; OR
- At least 10 years progressively responsible banking experience
- Developed skills in Relationship Management, Sales management and planning and credit management
- Strong knowledge of financial industry
- MBA will be an asset

Responsibilities include:

- Providing overall management by leading the establishment and achievement of team sales objectives, and related activities to achieve superior client experience, optimal business retention, profitable growth and productivity.
- Developing RBC and community relationships to capitalize on business opportunities.
- Providing ongoing coaching and development of staff, ensuring a high level of employee capability and engagement through focused sales management routines.
- Balancing the rewards of meeting business objectives with the risk of loss to the client, employee and shareholder by containing risk exposure through adherence to corporate compliance/policies and operating within the legal framework and securities regulations.

A competitive compensation package (base salary & attractive variable compensation) will be commensurate with relevant experience and qualifications.

Please apply by March 31, 2011 to:

The Manager  
Human Resource Development  
Eastern Caribbean  
Royal Bank of Canada  
P.O. Box 280  
Castries, St. Lucia

Via fax: (758) 452-9923 Via email: [ecjobpos@rbc.com](mailto:ecjobpos@rbc.com)

