

## Corporate Manager

Reporting Line: Head of Oxbury Corporate

Role Level: 4 or 5 (depending on experience)

Location: Hybrid (Chester Offices & Home Based)

### About Us

We are Oxbury: The only UK bank dedicated to British agriculture. Founded by farmers, bankers, and technologists, we have combined the worlds of financial services, technology, and agriculture to provide bespoke financial products to support the rural economy.

Our mission is to create and grow a sustainable, customer-focused, and innovative bank that supports and champions the financial health of the rural economy.

### About the Role

There are 4 cornerstones of the service Oxbury provides to the largest and best agri-businesses in the UK: -

- Excellent customer service when executing tasks requested by the Bank or by corporate clients, always completed in an efficient, polite and capable manor.
- Building personal relationships with our customer and professional partners to ensure we understand their business and meet their banking needs.
- Offering competitive savings and borrowing rates
- Secure online and mobile platforms that are intuitive and easy to use – allowing corporate clients to self-service wherever possible.

The Corporate Manager is a hybrid role between Home and Chester Head office in addition to being customer facing. The role is a critical part of Oxbury's customer service offering.

### Role Responsibilities

- Work with colleagues across the business to perform onboarding due diligence checks (KYB) to ensure AML policy and regulatory standards are met.
- Conduct calls with customers to assist with the due diligence checks and to ensure smooth onboarding and ongoing due diligence.
- Be part of the senior management team in keeping CRM records accurate for management reporting requirements
- Support Corporate team to attract and grow a portfolio of quality corporate businesses via Credit based solutions.
- Be the exemplar and support the team with approved credit deals to execution through good collaborative contact with our professional's network.

- Assist team with annual credit & account reviews with a primary focus on existing Oxbury customers with drawn facilities which includes but is not limited to annual GDPR consents (Marketing, data storage, SBI numbers, environmental categorisations) to a high standard
- Have an understanding of what “good” looks like in our target markets in terms of business and agronomic performance.
- Support the ongoing monitoring and management of conditions subsequent for existing drawn facilities.
- Identify, manage and report on any early warning signs for deteriorating credit & risk profiles, credit scoring etc.
- Support Oxbury Corporate to become an integral part of the Oxbury brand through both digital and physical marketing platforms.
- Pro-actively engaging with stakeholders at all levels to build collaborative relationships, that promotes a positive and respected conduct and compliance culture across the business.
- Assistance in the monthly compilation of the commercial board & CORC reports
- Assist and improve the banks processes, especially those that pertain to better execution of products that ultimately results in a better customer and banker experience.
- Ensure that Oxbury Corporate has a reputation as the UK’s specialist agricultural banking provider.
- Deliver excellent collaboration across all Oxbury’s business units and key stakeholders, especially credit, operations and compliance.

## Minimum Skills / Experience

### Required Skills / Experience

- Agricultural / Commercial banking experience.
- Interpret and critique financial information.
- Excellent communication skills.
- Confident and self-motivated.
- Resilient nature.

## Interested in joining Oxbury?

Interested candidates should submit their CV and a brief covering letter outlining their experience in agriculture, any previous work experience and why they believe they are suitable for the role. To apply please click [here](#).