

Corporate Relationship Manager

Reporting Line: Head of Oxbury Corporate

Role Level: 5

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 manner.
- 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 Relationship Manager is predominantly home based and customer facing. The role is a critical part of Oxbury's customer service offering.

Role Responsibilities

- Work as part of a team to manage, attract and grow a portfolio of quality Corporate Agricultural businesses via Credit based solutions.
- Ability to write niche agricultural and horticultural credit & deals in a subjective risk-based assessment format and manage internal relations and your credibility with the risk department of Oxbury.
- Assist team in moving approved credit deals to execution through good collaborative contact with our professional's network.
- Complete 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
- Be the day-to-day Relationship Manager for the growing corporate portfolio

- 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 to grow the Oxbury brand both nationally.
- 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
- Ensure that Oxbury Corporate has a reputation as the UK's specialist agricultural banking provider.
- 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.
- 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](#).