

National Manager Property Finance



Purpose

This position is critical to delivering TSB's Property Finance strategy, this position will be accountable for successfully developing the Commercial and Property Finance team to be high performing and overseeing the relationship management function for TSB.

A key focus of this position will be leadership, customer service, balance sheet growth, profitability, productivity, credit quality and Risk.

Role dimensions

- **Reports to:** Head of Business and Property Finance
- **Division:** Customer Delivery
- **Job family:** Business and Property Finance
- **Location:** New Plymouth / Auckland
- **Direct Reports:** 5
- **Financial Authority:** No

Person specifications

- 5+ years' experience in leading a high-performing team in Commercial Property Finance
- An industry related degree or significant hands-on role specific experience .
- A high level of commercial acumen, strong understanding of loan processes, retention of specialist clients and the ability to deliver complex solutions to the Banks Business Managers, Managers, Branches and CEC, employees and clients.
- New Zealand Certificate in Financial Services Level 5

Role specific areas of responsibility

To lead TSB's Commercial and Property Finance team, providing feedback, coaching, training and day-to-day leadership, to:

- Enable a high-performing team of Commercial and Property Finance Managers and support team members to deliver good customer experiences end-to-end, with an emphasis on growth of both the Deposits and Asset portfolios to support providing a return on equity for TSB;
- Lead across the Bank to enhance the Banks product offerings to the Property markets with particular emphasis on investment and development finance;
- Provide leadership and management practices that reflect and support the Bank's values, as well as building a high-performance culture;
- Ensure an ongoing uplift to the Banks systems and procedures that enhances customer delivery to the Business customers, across the Bank;
- Establish a structured process to support achievement of business goals, through planning and organisation, and the appropriate allocation of resources to ensure positive outcomes;
- Ensure all regulatory requirements, change, and compliance matters that impact the Property Finance Team are implemented and managed in line with the Banks policy and obligations.

From time to time there may be additional activity not contained within this position description that the appointee is to complete in the interests of the appointment and their own personal development.

This position description provides a broad overview of responsibilities. The position description is a living document, and the Bank reserves the right to amend from time to time as required.