



Sunflower Bank

Commercial Relationship Manager – Middle Market Banking

At Sunflower Bank, we're experiencing great growth. Since our founding in 1892, we've been committed to serving our communities and supporting the team members who make it all possible. As a full-service financial institution, we offer a full range of relationship-focused services to meet personal, business, and wealth-management financial objectives. Creating Possibility is not just our mission, it's what we do every day for clients and associates. Learn more about Sunflower Bank at [sunflowerbank.com](https://www.sunflowerbank.com).

Sunflower Bank, N.A is looking for an energetic, highly motivated individual to fill the full-time position of **Commercial Relationship Manager – Middle Market Banking**.

Description:

The Commercial Relationship Manager – Middle Market Banking role is central to our client acquisition strategy and long-term relationship management. You will serve as the primary point of contact for clients, delivering tailored financial solutions and driving growth within a fast-paced, high-potential market segment. In this role, you will work both independently and collaboratively with the commercial lending team, in conjunction with senior management as part of the Commercial Line of Business, to develop, implement and execute a defined business plan and market strategy.

Responsibilities:

- Responsible for expanding, managing and optimizing a portfolio of commercial clients.
- Lead and Participate acquisition and documentation of loan and deposit transactions.
- Coordinate the completion of credit applications and credit administration.
- Properly structure and price loan, deposit and TM transactions/relationships.
- Present credit requests to senior management and/or the company's Loan Committee for review and approval.
- Manage all aspects of client relationships consisting of the portfolio loans, deposits, and other products.
- Refer other traditional non-loan banking services to team members specializing in Wealth Management, Residential Mortgages, Treasury Management Services and appropriate banking opportunities to other departments and personnel.
- Respond to referrals from senior management and others.
- Actively participate in new business development programs and acquire new clients
- Interview commercial loan and deposit applicants.
- Structure and analyze new and renewed loan requests and make loans within lending authority.
- Close loans and new deposit relationships.
- Complete file documentation.



Sunflower Bank

- Monitor compliance with loan policies and appropriate regulations.
- Work with credit to assign appropriate risk grades to loans and relationships.
- Collect past due loans, unless assigned to the centralized collectors.
- Handle customer service matters and inquiries for lending and non-lending issues.
- Send financial statements to the credit analysts for spreading and analysis.
- Monitor and evaluate the performance of direct reports.
- Provide informal training and guidance for less experienced lenders.
- Participate in community activities and organizations.
- Refer appropriate banking opportunities to other departments and personnel.
- Cross sell all company products and services.

Education / Experience

- Bachelor's Degree in Business Administration, Economics, Finance, Mathematics or Statistics with a minimum of 12 semester hours of Accounting.
- 10+ years of relevant experience with lending groups focused on the establishment and management of credit relationships.
- 10+ years of relationship management experience around deposits and TM
- Formal credit training
- Experience in structuring and pricing loan, deposit and TM relationships.
- Must be proficient in Microsoft Office Suite and Excel and Word specifically.
- Must possess sales and leadership abilities.
- Must be able to work flexible hours.
- Must be bondable.

Pay is dependent on knowledge, skills, abilities, experience, and location.

Sunflower Bank Benefits

People choose to “bank” with us, but for those we serve, we’re more than a bank. We strive to be the financial backbone of their lives, and we know that starts with our team.

Our supportive culture empowers team members to grow and seize new opportunities. Like our namesake, the sunflower, we are:

- Rooted in Strength
- Propelled by Growth
- Individuals in a Great Whole
- Creating Possibility
- Community Focused

Associates enjoy outstanding benefits, including:

- 401(k) Plan with 6% Match
- Health/Dental/Vision Insurance



Sunflower Bank

- Company-paid Life Insurance
- Tuition Reimbursement
- Fitness Reimbursement
- Paid Time Off
- Volunteer Leave
- Paid Holidays
- Plus many more associate perks & incentives!

If you qualify, apply online at www.sunflowerbank.com/careers.

You've never worked anyplace like Sunflower Bank!

EOE/AA: Minorities/Females/Disabled/Vets

Open until filled; early application encouraged. This vacancy announcement may be used to fill similar positions within 90 days.

If you are a California resident, you may be entitled to certain rights regarding your personal information, which is information that identifies, relates to, or could reasonably be linked with a particular California resident or household. Additional information about our data collection practices and location specific notices is available on our [privacy policy](#).