



**JOB TITLE:** Market President Manhattan  
**FLSA STATUS:** Exempt

Do you like a challenge? Do you want to work with dedicated community minded team members? Do you want to work for a community bank that is a leader in the markets we serve? If so, ESB Financial is looking for a dynamic Market President to join our Manhattan, Kansas Team.

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### **PRIMARY PURPOSE OF JOB**

To manage all activities within the financial center placing an emphasis on oversight of staff and management of the lending activities within the Manhattan Market. Insure all lending activity is in compliance with bank policy and manage the lending function to allow the Manhattan Financial Center to meet bank goals and objectives.

### **ESSENTIAL FUNCTIONS AND PERFORMANCE AREAS - *Other duties may be assigned***

- Participate in developing lending and deposit business for the bank. Call on clients to expand existing business; call on prospects seeking opportunities to expand the bank's client base.
- Responsible for overseeing the development of Manhattan Market, including coaching and evaluations.
- Monitor existing loan portfolio to maintain a high-quality asset base. Maintain up-to-date client files including current balance sheets, profit & loss statements, cash flow projections and all loan documentation.
- Take applications for commercial loan business. Review client financial condition and assesses the client's ability to re-pay the loan. Make underwriting decisions within approval authority. Complete or direct completion of all loan documents and closes loan. Provide financial counseling when needed or requested by clients.
- Responsible for establishing the annual operating budget for the Manhattan Financial Center.
- Serve as a member of the Management Team to assist in establishing bank policies and procedures including development of procedures that assure the bank maintains sufficient levels of capital, liquidity and pricing spreads.

### **KNOWLEDGE, SKILLS, AND ABILITIES**

- Motivating or influencing others is a material part of the job.
- Outside contacts become important and fostering sound relationships with other entities (companies and/or individuals) becomes necessary and often requires the ability to influence and/or sell ideas or services to others.
- The role requires a significant level of trust or diplomacy.
- Extensive knowledge of consumer, commercial and real estate lending practices and procedures. Should be able to run spreadsheet and word processing software.
- Must have excellent communication and PR skills.

### **ORAGANIZATIONAL CORE COMPETENCIES**

**Building Trust:** *Interacting with others in a way that gives them confidence in one's intentions and those of the organization.*

**Client Focus:** *Ensuring that the client perspective is a driving force behind business decisions and activities; crafting and implementing service practices that meet clients' and own organization's needs.*

## **JOB SPECIFIC COMPETENCIES**

**Building Client Loyalty:** *Effectively meeting client needs; building productive client relationships; taking responsibility for client satisfaction and loyalty.*

**Engagement Readiness:** *Demonstrating a willingness to commit to one's work and to invest one's time, talent, and best efforts in accomplishing organizational goals.*

**Decision Making:** *Identifying and understanding issues, problems, and opportunities; comparing data from different sources to draw conclusions; using effective approaches for choosing a course of action or developing appropriate solutions; taking action that is consistent with available facts, constraints, and probable consequences.*

**Leadership Disposition:** *Demonstrating the traits, inclinations, and dispositions that characterize successful leaders; exhibiting behavior styles that meet the demands of the leader role.*

## **EDUCATION, TRAINING AND EXPERIENCE REQUIREMENTS**

- At least ten years similar or related experience.
- A bachelor's degree, or (2) achievement of formal certifications recognized in the industry as equivalent to a bachelor's degree.

The work environment is usually a well-lighted, environmentally controlled indoor environment with moderate level of noise.

*The statements herein are intended to describe the general nature and level of work being performed, but are not to be seen as a complete list of responsibilities, duties, and skills required of personnel so classified. Also, they do not establish a contract for employment and are subject to change at the discretion of the employer.*

ESB Financial offers an excellent benefit package and competitive salary based on education and prior work experience.

Exempt

40+ hours a week

Minimum salary: \$98,325.88 + Incentives

EOE/AA/Veterans/Disabled

Please forward a resume to: [humanresources@esbfinancial.com](mailto:humanresources@esbfinancial.com), and complete application located at [www.esbfinancial.com](http://www.esbfinancial.com).