



State Bank of India (Canada)
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Senior Manager (Special Loans) (Toronto)

SBI Canada is seeking to recruit a person having extensive Canadian experience for the new position of Senior Manager (Special Loans) in their Toronto Office.

SBI (Canada) is seeking a commercial banker with extensive Canadian experience in special loans management, including commercial/ corporate loans and commercial real estate. The individual will be directly responsible for all aspects of the management of these situations, reporting to the VP and SVP (Credit).

The successful candidate will have at least 10 years' progressive commercial and corporate banking experience in the Canadian marketplace with a major financial institution, with at least 3 years' experience in the area of special loans management. They must be very familiar with local legal, accounting, and regulatory practices and requirements such that they will be able to quickly assume full responsibility in the role. A thorough understanding of Canadian lending best practices is essential as is a fluent command of English, both written and spoken. The position requires a person who is a confident decision-maker, has a keen eye for detail, understands and follows bank procedure and will thrive in a demanding, time sensitive environment and will be diligent in pursuit of optimal outcomes for the Bank.

The Senior Manager (Special Loans) will be the primary responsible officer for all exposures rated SBI 6 ("substandard") and below accounts with Responsibilities include.

Role/Responsibilities

- Examining the various options available regarding workouts/collection in consultation with SVP (Credit) and submission of credit note/proposal to the appropriate authority.
- Preparing and submitting proposals for workout/restructuring process/initiation of recovery action/compromise settlements/write off etc. For stressed assets, to the appropriate authority through SVP (Credit).
- Preparing the draft commitment letter where workout/restructuring has been approved.
- Preparing and submitting quarterly review of assets under his control.
- Other general responsibilities and duties common to all credit officers include (then show staff from the job description).
- Obtaining information/feedback from branches for assigned relationships. Immediately carrying out a preliminary scrutiny of all papers received to determine what other data/particulars are required.
- Getting additional information, including Personal Financial Statement, directly from borrowers.
- Making pre-approval visits to office/facilities.

- Compiling and/or obtaining Opinion Reports from FIs/Other Banks. Obtaining Credit Reports from Equifax/D&B.
- Appraising/Underwriting and recommending credit proposals with inputs from the Team Leader,
- Submitting proposals to the VP/SVP (Credit).
- Presenting proposals to the appropriate authority, if required.
- Obtaining approval and drafting/preparing the commitment letter/Term Sheet as per the approval of the appropriate authority.
- Submitting Control Reports and renewals/reviews to the appropriate authority.
- Receiving the signed commitment letter from the borrower and forwarding the same to the bank approved lawyer for documentation.
- Ensuring verification of documentation/perfection of security.
- Ensure PPSA registrations are reviewed and processed before expiring and maintain PPSA expiry date register for the same.
- Obtain the Stock Statement/Receivable statement/Borrowing Base statement in case of Working Capital facilities and recommend to Team Leader for approving the Drawing Power. If required, an inspection of the office/facilities to be carried out.
- Obtain certificate regarding utilization/induction of funds to determine permissible drawings in case of a term loan and recommend the same to the Team Leader for approving the disbursal. An inspection of the office/facilities to be carried out, as considered necessary.
- Ensuring adequacy and validity of insurance at the beginning and at all times.
- Conducting regular scrutiny of account to ensure end-use of funds, and monitoring the activity levels.
- Conducting periodical inspection of the office/facility.
- Examining requests for additional drawings, if any, and submitting recommendations to the Team Leader.
- Obtaining periodical data/reports, carrying out its analysis, monitoring of covenants and submission of reports, renewal /review as may be necessary.
- Keeping track of utilization of facilities, both funded & non-funded.
- Prepare replies to the audit reports.
- Attend syndication meetings as applicable.
- Undertake all other activities under "Follow-up & Supervision" functions as per credit policy and procedures.
- Scrutinizing/preparing all reports related to the borrowed accounts and tracking of review/renewal position.
- Preparing and submitting Irregularity Reports to the VP.
- Follow up of risk assessment made at the appraisal/assessment stage via analysis of periodical financial reports of the Borrowers.
- Monitoring position regarding renewal/review of facilities, following-up with the borrowers for submission of data/particulars required for carrying out renewal/review and submitting the renewal / review note
- Supervision and monitoring of the account.
- Preparing and submitting proposals for initiation of legal action / compromise settlements / write off etc. for stressed assets, to the team leader.
- Initiation and follow up of legal action for recovery of dues, wherever deemed necessary.
- Achieving targets set for recovery and up gradation.

Key Interactions

- Regulators of the Bank viz OSFI, CDIC, FINTRAC, FCAC, etc
- External auditor, Internal auditor and other audit functionaries
- Other Bankers, loan arrangers, Mortgage brokers, Investment advisors
- Functionaries of credit related organizations viz CMHC, EDC, Credit Rating Agencies/Credit Rating Agencies
- Attorneys, Insurance assessors, property assessors, environment consultants, Credit recovery agencies, mediators
- Credit customers

Salary Range: 75-100 K

Please respond with detailed resume, mentioning banking experience, professional qualifications and expected remuneration before Nov 30, 2011 by clicking here: [Apply](#)