



EH Private Bank

EH Private Bank is a Tradename of EH National Bank

***Understanding that exceptional people...
create exceptional circumstances!***

June 29, 2022

Vice President Deposit Services Relationship Manager

Who we are:

We are a small, full-service private bank that knows our clients by name, understands their banking needs, and works as a team to provide the highest level of service possible. Headquartered in Beverly Hills, we serve Southern California through three locations. Our branch office is in Beverly Hills. Our Costa Mesa office provides executive suites for client meetings and workplace options in a traditional office environment. Our Temecula offices host our loan lending operations team and also provides space for client meetings.



We provide a full array of business and personal depository and cash management services. EH also provides commercial lending with a focus on conventional and SBA commercial real estate loans.

We offer a highly desirable work environment with committed banking professionals who value teamwork and collaboration.

How we differentiate ourselves from others:

We are subject matter experts with access to all decision makers. Everyone in the bank is focused on creating the best possible client experience imaginable. Every client is unique. Driven by shared values of team spirit, commitment, responsibility and innovation, all our teams are focused on delivering a truly personal level of service. All our staff, regardless of their role, help create better, deeper, more personal relationships with our clients, while offering them a greater level of service and opportunity.

Who are our Clients:

Property Management Companies, HOA's, Professional Services, Medical & Health Care, High Net-Worth Individuals and Business Leaders, Non-profits, Title Companies, Entrepreneurs, and Small-Medium Sized Businesses.

Why join the EH Private Bank Team:

You make a difference! As the subject matter expert, you will have access to all decision makers. Everyone in the bank is focused on creating the best possible client experience imaginable. We offer a highly desirable work environment with committed banking professionals who value teamwork and collaboration. Work life balance is key to our success. When appropriate for the role, remote work is encouraged. Our Flexible Time-off policy is a game changer. Most importantly, we're growing in assets and expanding.

Medical, dental, and vision benefits; EHPB contributes 95% of the premium for employees and their families. We offer exceptional benefits with Aetna, Kaiser, Delta Dental PPO, and VSP. Generous bank paid Life Insurance and Long-Term Disability.

Competitive base salary. Lucrative incentive plan pays 20-50 basis points on transaction accounts and money market accounts based on quarterly average balance growth.



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Vice President Deposit Services Relationship Manager (Cont'd.)

What you need to be successful in this role:

The Vice President, Deposit Services Relationship Manager is a deposit-only business development officer, responsible for the acquisition of deposits for new clients and expanding share of wallet of existing client portfolio. Utilizes a robust network of local centers of influence of high net individuals and commercial businesses that can be leveraged into profitable relationships. Maintains strategic relationships with all key lines of business to effectively refer business and leverage partnerships to deepen and enrich the client experience.

Working as the trusted advisor, manages the client relationship by selling and promoting a broad array of appropriate financial products and services, providing pertinent financial information to clients, and identifying/referring cross-marketing opportunities. As acquiring and developing new deposit relationships is accomplished most effectively by maintaining person-to-person contact with existing and prospective clients; remote and home-office work arrangements are encouraged for this role. Other qualifications include:

- 5+ years' experience in banking relationship business development with proven results of achieving balance growth in low-cost deposits.
- Excellent presentation, verbal, and written communication skills.
- In depth knowledge of financial products and banking regulations.
- High energy, results-oriented, goal achiever, and works well in a team environment.
- Excellent skills in Microsoft Office Suite (Word, Excel, PowerPoint) Teams, Outlook and on-line presentations.
- Current Driver's License and a vehicle with appropriate insurance coverage to drive while performing assigned duties and responsibilities.

Interested in this opportunity?...Let's talk...

If you have an interest in becoming a part of the EH Private Bank team, please send us your resume and qualifications via email to: careers@ehprivate.bank

INCLUSION AND EQUAL OPPORTUNITY EMPLOYMENT

EH Private Bank is an equal opportunity employer committed to diversity and inclusion. All qualified applicants for employment at EH Private Bank will receive consideration for employment without regard to race, religion, color, sex, gender identity or expression, sexual orientation, national origin, ancestry, citizenship status, uniformed services member and veteran status, marital status, age, protected medical condition, disability, or any other protected status in accordance with all applicable federal, state and local laws.



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