



Understanding that exceptional people... create exceptional circumstances!

Who we are: We are a small 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. We provide modern banking strengthened by a renowned tradition of service. We offer our clients choice and flexibility in managing their finances, while preserving the personal touch and accessibility they expect from a Private Bank.

What to expect: Driven by shared values of team spirit, commitment, responsibility, and innovation, all our teams are focused on delivering a truly personal service. All team members, regardless of their role, help create better, deeper, more personal relationships with our clients, while offering them a greater level of service and opportunity. As a subject matter expert, you will have access to all decision makers.

Here's what you'll do:

We're expanding! The new role as ***HOA Lending Relationship Manager*** is responsible for lending, developing, and managing banking relationships within the HOA, community association and property management services industry. Average lending HOA goal is \$20 million. ***This position is encouraged to build and manage a Team of HOA lenders.*** Position(s) available in the following counties: Los Angeles, Orange, Riverside, and San Bernardino.

- Generates new HOA loans through prospecting, outside calling, networking, and referrals through an organized and consultative approach.
- Makes a substantial number of outside, in-person calls on prospects and clients requiring extensive automobile travel.
- Works to foster new and expand existing HOA client relationships through cross-selling products and services in a consultative manner.
- Effectively negotiates deposit and credit product pricing, terms and conditions with the managers or officers of property management companies. Negotiates the terms of credit agreements, including financial covenants and reporting, sufficiently to protect the Bank from excessive credit risk.
- Makes site visits to prospective or existing clients' offices to examine collateral for new or existing loans or other assessments as needed.
- Researches and fully understands competitors - strengths/weaknesses and product offerings/pricing.
- Works in partnership with the Private Banking Group to refer HOA/Property Management Company deposit account opportunities.
- Represents the Bank in various community, civic and community reinvestment functions to further enhance the Bank's image and develop additional business. Assists the Bank in establishing and maintaining market position in the financing arena.

What you Need to Succeed:

- 3 years' lending experience required in property management industry/HOA Community Association.
- Bachelor's Degree (BA) or equivalent, with a concentration in finance/business or 3 years of related experience in banking and finance or equivalent combination of education and experience preferred.
- Excellent presentation, verbal, and written communication skills.
- Strong computer skills, including MS Office: Word, Excel, Outlook, Teams, and video conferencing.
- In depth knowledge of financial products and banking regulations.
- High energy, results-oriented and works well in a team environment.
- Current Driver's License and a vehicle with appropriate insurance coverage to drive while performing assigned duties and responsibilities.



What's in it for You:

EH Private Bank offers competitive compensation and incentive packages, along with comprehensive benefits that includes:

- Competitive salary.
- Excellent comprehensive benefits package includes medical HMO or PPO, dental, and vision.
- Bank Paid life and long term disability.
- Matching 401(K).
- Vacation and Sick Benefits.
- Paid Bank Observed Holidays.

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