

# M&T Bank

## **R54872 Senior Commercial Real Estate Relationship Manager**

### **About Us:**

At M&T, we strive to be the best place our employees ever work, the best bank our customers ever do business with and the best investment our shareholders ever make. So, when looking to advance your career, look to M&T. As a top 20 US bank holding company and one of the best performing regional banks in the country, we offer a wide range of performance-based career development opportunities for talented professionals. And through our longstanding tradition of careful, conservative, and consistent management and a strong commitment to the communities we serve, we continue to grow with a focus on the future.

### **Overview:**

Originate, underwrite, negotiate, close and service commercial real estate loans of large dollar amount and high complexity.

### **Primary Responsibilities:**

Provide a high level of customer service to an existing customer base, attending to the needs of commercial finance clients seeking loans, prospecting, underwriting, and originating new loans.

- Participate in the management of the existing portfolio based on departmental objectives.
- Restructure adversely graded loans and foreclose problem loans, performing activities designed to preserve the loan principal, gather interest as possible and prevent the loan from being charged-off.
- Call on potential and existing customers to develop new business and increase existing business.
- Perform special projects such as recruiting, due diligence, and acquired portfolio absorption.

### **Scope of Responsibilities:**

The position has extensive contact with customers, extending credit and providing Bank services. Communication with attorneys to coordinate closing, service existing credits, and work out problem loans.

### **Education and Experience Required:**

Bachelor's degree or equivalent in work experience. Seven (7) to ten (10) years commercial real estate lending experience. Working knowledge of personal computers and software utilized by department. Excellent written and verbal communication skills with an orientation toward customer service. Ability to interact with all levels of personnel. Credit analysis skills.

*This hybrid position can be based out of our Bridgeport, New Haven, Hartford or Stamford, CT locations.*

For more information and/or to submit a formal application, please apply [here](#):

Additional questions can be emailed to Marcie Calabrese, Sr. Talent Acquisition Recruiter, [mcalabrese@mtb.com](mailto:mcalabrese@mtb.com).

M&T Bank Corporation is an Equal Opportunity/Affirmative Action Employer, including disabilities and veterans.