



# Capitol Federal®

CapFed® is an equal opportunity employer.  
We celebrate diversity and are committed  
to creating an inclusive environment  
for all employees.

**#TogetherTrueBlue**

Equal Opportunity Employer/Protected  
Veterans/Individuals with Disabilities

## NOW HIRING FOR A

# Senior Relationship Manager

Services large secured and unsecured loans or lines of credit for important customers. Calls on potential and existing customers to develop business. Counsels and advises customers and potential clients. Interviews applicants and assesses loan risks. Makes decisions on loans and terms within established lending limits, or makes recommendations to a supervisor. Follows loan status. Makes recommendations on financial and organization structure, location, and other matters on which the company may have information. Guides the credit department or junior officers in the development and analysis of financial background data for new or renewed loans.

The Senior Relationship Manager is located at our Home Office in Topeka, Kansas.

## QUALIFICATIONS

- A bachelor's degree is preferred.
- Completes NMLS registration requirements.
- A driver's license is required.
- 10 - 15 years of similar or related experience.
- Skills: Oral and written communication, customer service, sound judgment, and leadership.

## RESPONSIBILITIES

- Conducts commercial lending business development sales calls to generate business opportunities including lending services and other Bank products and services.
- Originates commercial loan and obtains necessary documentation from customer. Follows loan status.
- Analyzes the credit history of applicants and determines their loan repayment capabilities.
- Negotiates credit terms, such as costs, loan repayment method and collateral specifications.
- Maintains a loan portfolio the past dues, classified, and exceptions within the Bank's Policy and Peer Group Standards.
- Perform other duties as assigned.
- Participate in proactive team efforts to achieve departmental and company goals.

**HR@CAPFED.COM**

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