

Position: Sales & Business Relationship Manager

Department: Belize Bank International Limited

Location: Belize City (must be flexible to work in alternate locations including San Pedro & Placencia)

Employment Type: Full-Time

Reports to: Managing Director

Job Purpose:

The Sales & Business Relationship Manager is responsible for managing, maintaining, and expanding the existing client portfolio while developing new business opportunities for BBIL. This role focuses on driving growth in loans and deposits, providing superior client service, and ensuring all credit and compliance requirements are met in line with the Bank's policies and strategic objectives.

Key Responsibilities and Duties:

- Develop new client relationships and expand existing ones to meet business development targets.
- Cross-sell the Bank's suite of financial products and services to existing and prospective clients.
- Evaluate credit requests and ensure adherence to prudent lending guidelines.
- Maintain portfolio quality by managing loan performance, documentation, and compliance.
- Collaborate with internal teams to ensure timely account openings and client service delivery.
- Prepare reports and updates on portfolio performance and sales activities.

Education and Work Experience:

- Bachelor Degree in Business, Finance, Management, or related field.
- 5-10 years experience in credit underwriting, risk management, or relationship management.

Knowledge, Skills and Abilities

- Strong financial and credit analysis skills.
- Excellent relationship management and business development abilities.
- Knowledge of banking regulations, compliance, and risk assessment.
- Exceptional communication, negotiation, and decision-making skills.

Interested candidates can send a cover letter and résumé to:

People & Culture Department Email: careers@belizebank.com

(Subject: Sales & Business Relationship Manage - BBIL)

DEADLINE FOR APPLICATIONS is October 23, 2025 at 11:59 pm

**Only shortlisted candidates will be invited for an interview. If you do not hear from us within two (2) weeks of the application deadline, we encourage you to apply for future opportunities with us.*