

**Relationship Manager** (20 hours per week)

£16,000 + bens

**Northumberland Community Bank.**

Northumberland Community Bank are a financial co-operative, for people, not profit. Our aim is to help customers borrow fairly so local people don't have to resort to payday lenders and loan sharks. We offer financial products and services to our members – a safe home for savings and affordable loans.

We provide loans to people who need us at rates they can afford and savings deposited with us create a fund to lend to people in our community.

It is an exciting time for the Bank, based in Ashington and serving customers across the north east of England. Our automated approach, fantastic team of dedicated staff and focus on customer care means we are well placed to support the financial wellbeing of the community around us as we look towards the future. That's a future that includes growing our payroll partner offer, offering our products through price comparison sites, making the most of our recently expanded customer base and offering new products to new markets.

And to help make this happen we are now seeking a **Relationship Manager**.

The part-time role of **Relationship Manager** will take the Bank's brand out into the local business, stakeholder and wider community, growing our strategic partnerships and developing our payroll deduction scheme offering.

As the job title suggests, this role is all about the relationships you establish and so you will be an outgoing, caring and focussed networker who can open up the financial wellbeing conversation, build trust and convert the dialogue into positive outcomes for everyone involved.

You will raise awareness of what we do, identify new markets and create opportunities across the north east, leading to tangible results that include new payroll partners, increased awareness of what we do, new sources of funding and the successful deployment of new product offers.

Backed up by your sound analytical and reporting skills, you will be a confident presenter, who can tell our story with accuracy, care and passion – be that informally or in a more structured environment.

Comfortable in taking the lead, you will enjoy working with our talented team to plan promotional campaigns, run and attend events and protect our established relationships as you raise awareness of what we do.

Reporting to the CEO, you will develop a sound understanding of the credit union, bringing your insight to the business development conversation. Recognising our scale, you will be flexible in your approach to the workplace and be willing to roll your sleeves up if necessary.

Please send your CV to [enquiries@ncbank.co.uk](mailto:enquiries@ncbank.co.uk) by 5pm Friday 4th August 2023.

You can use the same email address if you would like to request a copy of the job description, before applying.

Suitable candidates will be invited to an informal conversation in the first instance, ahead of any invite to attend a formal interview thereafter.