



STATE BANK OF INDIA (CALIFORNIA)
 HEAD OFFICE
 707 WILSHIRE BOULEVARD, SUITE 2900
 LOS ANGELES CA 90017-3587

***State Bank of India (California) Job Posting
 Business Development Officer (Northern & Central California)***

State Bank of India (California), a subsidiary of the State Bank of India, which is India's largest bank and one of the leading banks in terms of market share in India, is looking to expand and grow its assets. It is currently a \$ 800MM bank but plans call for substantial, but well controlled and well managed growth, in the next few years. The Bank is very strongly capitalized and is will be able to absorb the right kind of growth very easily. With that in mind, we are looking to fill the position of a Business Development Officer who will be responsible for coordinating the Business Development efforts for Northern and Central California. The Bank has branches in Fremont and San Jose in the Bay Area and Fresno & Bakersfield in Central California. Compensation will be largely incentive based but will include a base salary plus attractive medical benefits and other benefits including 401K .

Job Title:	Business Development Officer	Job Category:	Exempt
Department/Group:	Northern California Region (San Jose Branch)	Job Code/ Req#:	
Location:	Northern California Region	Travel Required:	Up to 20%
Level/Salary Range:	Potential \$100K+	Position Type:	FTE

Applications Accepted By:

E-mail: careers@sbical.com Subject Line: BDO	Online www.careerbuilder.com www.sbical.com/careers
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Job Requirements:

- Well documented ability to research the market in Northern California for identifying new business opportunities in the areas of C & I , Commercial, Commercial Real Estate and Business Banking
- Must have extensive contacts in the SF Bay Area.
- Knowledge of local commercial market is essential.
- Explain prospective clients about the advantages of the products or services offered and follow up with them in order to close the business deals.
- Respond to any potential prospect queries regarding the products in a timely fashion.
- Develop business proposals for new and existing customers.
- Develop in-depth knowledge about business development practices, marketing activities, prospective clients and industry trends.
- Develop strong customer relationships in order to generate high volume of prospective clients.
- Manage customer calls and appointments effectively for new opportunities.
- Participate in industry forums, client discussions, and conferences as a representative of the organization and most importantly
- Determine cross-selling opportunities among different offices in Northern California

Skills/Qualifications:

- Business Degree preferred but not essential.
- At least 5 - 7 years of similar experience with a Commercial Bank in California.
- Must be a highly motivated, self- driven individual who can work with minimal supervision and communicate well with a staff of diverse cultural background.

Very attractive growth opportunities for the right individual.



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SBIC Competitive Benefits Package

- ***Excellent Pay and Vacation/Sick Leave***
- ***Medical, Dental, Vision & Life Insurance – for you and your family – paid 100% by SBIC***
- ***Generous 401(k)***
- ***Bonus Eligibility***
- ***Opportunity to work for a growing Bank!***

State Bank of India (California) is a growing bank that was established in 1982 as a California State Chartered Subsidiary of State Bank of India. State Bank of India (the parent bank to SBIC) is the largest commercial bank in India in terms of assets, deposits, branches and employees.

For more information about SBIC, please visit: www.sbical.com.

Please submit your resume to Chaleeta Arender (Manager, Human Resources).

Email: careers@sbical.com

Please check out our website: www.sbical.com for additional information about our Bank!

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