



LBP LEASING AND FINANCE CORPORATION

(A LANDBANK SUBSIDIARY)

TEAM LEADER (ACCOUNT MANAGEMENT GROUP)

DUTIES AND RESPONSIBILITIES

1. Supervise and manage AOs and AAs to ensure business targets are met.
2. Ensure achievement of personal portfolio and business development targets in addition to overseeing AO targets.
3. Monitor loan approvals, risk assessments, and compliance with company policies.
4. Conduct performance reviews and training sessions for staff development.
5. Develop marketing, credit evaluation, loan documentation, and collection strategies for unit performance improvement.
6. Ensure adherence to credit policies and regulatory requirements.
7. Assist in high-value client negotiations and approvals.

QUALIFICATION STANDARDS

- **Education:** Bachelor's degree in Finance, Business Economics, or a related field.
- **Experience:** Minimum 7 years in financial services, with 3+ years in a leadership role.
- **Skills:** Leadership, portfolio management, financial analysis, and client acquisition.
- **Training Requirements:** 32 hours annually in Leadership Development, Portfolio Risk Management, and Compliance Training.

Please note that the salary rate and level of the position may differ depending on the qualifications of the candidate.