

Senior Manager- Syndicated Lending

The Agency Deal Specialist Manager is accountable for management of the Agency Deal Specialist/Closer team. Key responsibilities of the team include facilitating the Agency syndicated loan closing process, performing legal documentation review, structuring deal parameters on Loan IQ system, tracking legal and compliance documentation, and providing overall support on the assigned loan portfolio. This position manages the relationship with front office lines of business (bankers, portfolio managers), syndication front office teams and the loan servicing team.

- Provide planning, day-to-day leadership and direction to teams of employees by setting the context and direction, defining accountabilities, tasks and assignments, and establishing boundaries for decision-making and approvals.
- Establish and maintain managerial practices (e.g., creating a collaborative environment) that build a high performance work environment within the team.
- Provide performance feedback and coaching, make recommendations regarding hiring, transfers, terminations, recognition and compensation
- Ensure measurable, quantitative team training and development strategies that accelerate the performance of the team and individual are in place.
- Build, develop and maintain effective relationships with internal business partners/external customers/stakeholders for the purposes of enhancing team effectiveness.
- Act as the escalation point for critical business issues, ensuring the potential problem areas or trends and recommended solutions are further escalated to the senior manager.
- Provide deep knowledge and technical expertise to resolve complex customer inquiries and issues (including investigation and resolution), support process, product or technical design, and provide consultative services within PO and/or to internal business partners/external customers.
- Develop and maintain effective relationships with internal business partners in each of the following areas, including Managing Directors, Directors and associates within BMO Capital Markets and US P&C Commercial, including Debt Capital Markets & Leveraged Finance, Corporate Banking, Loan Trading, US Corporate Finance Division, Diversified Industries, BMO Transportation Finance, Trade Finance, Trade Finance Operations, SAMU, Business Banking and Private Banking. Scope includes over 30 distinct Line of Business internal partners.
- Expert knowledge of loan syndication and loan trading industry standards, guidelines and market practices
- Advanced knowledge of all loan products and loan segments offered by the Bank, including Syndicated Loans, Primary Syndications, Secondary Loan Sales, Loan Trading, ABL, Floor Plan Lending, Commercial Real Estate, Sponsor Finance Lending, CLOs, Participations, Letters of Credit, SAMU, and others.

Scope and Impact:

- Highly complex, high dollar portfolio with direct impact on bank financial performance, ensuring that highly complex transactions are processed and issues resolved accurately and timely.

- SME on syndicated loan closing process.
- Direct impact on customer satisfaction and bank financial performance via timely and accurate processing of highly complex transactions

KNOWLEDGE AND SKILLS

- University degree/college diploma or equivalent work experience
- 10- 12 years of commercial lending operations experience
- 7 - 10 years of management experience
- Solid knowledge of standard desktop applications used by the business unit
- Expert knowledge and understanding of syndicated loan closing process, syndicated loan documentation, key processes and controls
- Advanced understanding of the business unit's risk and regulatory requirements
- Advanced knowledge of departmental systems and applications, including LoanIQ, APMS
- Advanced knowledge of process and/or project management
- Advanced understanding of internal business partners' business, services and organization
- Expert problem-solving skills
- Advanced decision-making skills
- Advanced analytical skills
- Expert prioritization skills
- Expert customer service and relationship management skills
- Advanced managerial leadership skills
- Advanced risk management skills
- Advanced planning skills (re finance, resource, input on strategy)
- Advanced influence management skills
- Advanced conflict management/resolution skills
- Advanced change leadership skills
- Strong facilitation/presentation skills
- Advanced written and oral communication skills

Candidates should apply directly on the BMO career site at bmoharriscareers.com and search by requisition number **1900001183**.