

Senior Originator

Thank you for your interest in a career at SZC. At SZC, we believe associates deserve more than just a job. We believe in offering performance-driven individuals a place where they can build a career - a place to expect more opportunities. If you are focused on results, dedicated to quality, strength and integrity, and possess the drive to succeed, then we are your employer of choice.

Job Description:

This position is within Diversified/Specialized Industries. The Diversified/Specialized Industries Banker is a revenue-producing client coverage/origination senior banker which may support **any one** of our senior bankers.

The primary responsibility of the Banker is originating leadership roles in loans, equity markets and financial advisory transactions through demonstrated industry expertise.

Additional responsibilities include, but may not be limited to:

- Originating new business through new client relationships in the firm's industry verticals
- Leveraging industry contacts and deal experience to identify opportunities for SZC
- Participating in client meetings, client planning sessions and monthly product partner meetings
- Communicating and interacting with both core and extended client team members from across the firm, as well as with internal partners and product areas

Qualifications

- Minimum 7 years of corporate and universal banking experience in the industry vertical
- Extensive industry and capital markets/advisory product knowledge
- Proven ability to originate, execute and close capital markets transactions and advisory engagements
- Prior corporate lending experience preferred
- Strong negotiation and interpersonal skills
- Developed network of industry client contacts
- Demonstrated positive management/leadership skills and principles
- Proven ability to lead by example
- Experience developing others as a manager, mentor, and idea leader
- 3+ years supervisory/leadership experience (including deal team leadership)

This position may be filled as a Director or Managing Director depending on skills, qualifications and number of years of experience of the most successful candidate.

Position Type Full time

Location Details Remote

Pay: Commissions

Bring Your Whole Self to Work

We have a passion for creating an inclusive environment that promotes and values diversity of race, color, national origin, religion, age, sexual orientation, gender identity, disability, veteran status, genetic information, sex, pregnancy, and many other primary and secondary dimensions that make each of us unique as individuals and provide valuable perspective that makes us a better company and employer. More importantly, we recognize that creating a workplace where everyone, regardless of background, can do their best work is the right thing to do.

Equal Opportunity Employer/Disabled/Veterans