



THE PRIVATE BANK

OPEN POSITIONS: REGIONAL MARKETS

Updated: July 30, 2010

Commercial Lending:

Commercial Lender, Kansas City, MO: This individual will be responsible for managing an existing portfolio of middle market clients and prospecting in the Kansas City market for new clients. Will cross-sell bank products including Treasury Management services, Capital Markets products, and Private Banking / Wealth Management services.

Relationship Manager III/IV, Norcross, GA: The candidate will originate, underwrite and close commercial loans, originate commercial deposits; originate new business relationships and manage portfolio and client relationships in an ongoing professional manner. Additional responsibilities include, but are not limited to, business development, client management, and further expansion of the Bank's commercial and industrial loan segment. Required skills include strong interpersonal, oral, and written communication skills; Word and Excel. Required Experience include senior level Associate Managing Director/Commercial Banker, at least 10 years commercial banking experience; proven track record of booking quality commercial loans. College degree is required.

Relationship Manager IV, Atlanta, GA: The candidate will originate, underwrite and close commercial loans, originate commercial deposits; originate new business relationships and manage portfolio and client relationships in an ongoing professional manner. Additional responsibilities include, but are not limited to, business development, client management, and further expansion of the Bank's commercial and industrial loan segment. Required skills include strong interpersonal, oral, and written communication skills; Word and Excel. Required Experience include senior level Associate Managing Director/Commercial Banker, at least 10 years commercial banking experience; proven track record of booking quality commercial loans. College degree is required.

Banking:

Post Closing Manager, St. Louis, MO: Post closing manager is primarily responsible for delivering closed mortgage files to secondary market investors for purchase and managing the process through completion. Additional responsibility for record storage, facilitating audit reviews (internal/external), inventory control. Essential Duties will include: Post close audit of file before delivery to investor, and packaging and delivering loan file per investor specifications. Also responsible for resolution of conditions or other items outstanding prior to loan purchase and inventory tracking; loans shipped, loans purchased, premiums paid, etc.

Account Service Manager, Brentwood, MO²: Manager will facilitate sales activity for senior loan officers by working directly with clients during and after the loan process, activities would include; answering loan production questions, loan closing, and post closing service needs. Additionally, the Coordinator would serve as 'inside-sales' originating loans for established PrivateBank clientele at the discretion of senior loan officers. Duties include communicating with loan officer, borrowers, and referral sources during and after mortgage transaction. Introduction of inter-departmental services to Mortgage clients – executing cross sell initiatives. Originating loans with current clients (at the discretion of senior loan officers). Required skills include knowledge of Microsoft Office, Loan originating software, and Internet Explorer. 4+ years in mortgage environment and 3+ years as Loan Officer experience required. College degree required.

Risk Management:

Credit Analyst II, Bloomfield Hills, MI: This person will play a key role in the preparation of credit requests and provide support to the relationship managers. The Credit Analyst would also assist with other risk management and product initiatives to facilitate the Line of Business needs. A financial background, including basic accounting, desired. The individual will analyze and identify risks associated with various commercial loans. Knowledge of Microsoft Word and Excel also preferred. College degree in Finance and/or Business, required.