

Job Title

Corporate Regional Manager

Reporting Line:

Reporting to Head of Corporate

Role Level:

4

Location:

To be confirmed

About Us

We are Oxbury: The only UK bank dedicated to British agriculture. Founded by farmers, bankers, and technologists, we have combined the worlds of financial services, technology, and agriculture to provide bespoke financial products to support the rural economy.

Our mission is to create and grow a sustainable, customer-focused, and innovative bank that supports and champions the financial health of the rural economy.

About the Role

The Corporate Regional Manager plays a pivotal customer-facing role within Oxbury's Corporate Banking team. As a key representative of the bank, you will deliver exceptional service to some of the UK's largest and most sophisticated agri-businesses, food industry and supply chain. You will build trusted relationships, support complex credit needs, and help position Oxbury as the leading specialist agricultural bank in the UK.

Core pillars of the service you will help deliver include:

- Outstanding customer service delivered with efficiency, professionalism, and care
- Strong, relationship-led engagement with customers and professional partners
- Competitive and relevant savings and lending solutions
- Secure, intuitive digital platforms that empower clients to self-serve where possible

Role Responsibilities

- ✓ Be the exemplar for the corporate team to attract and grow a portfolio of quality Corporate Agricultural businesses (e.g., processors, packers, producers, vertically integrated farms, food manufacturers) via Credit based solutions.
- ✓ Develop long-term, trust-based relationships with business owners, CFOs, land agents, accountants, and supply chain partners.
- ✓ Understand each client's operational model, production cycles, and strategic priorities to deliver tailored financial solutions.
- ✓ Ability to write niche agricultural, horticultural and landed estate credit proposals in a subjective risk-based assessment format and manage internal relations and your credibility with all Oxbury stakeholders.

- ✔ Use banking and sector knowledge in moving approved credit deals to execution through good collaborative contact with professional network.
- ✔ Conduct annual and interim reviews, including covenant testing, financial analysis, ESG assessments, and risk profiling. Identify early warning signs of financial stress, operational disruption, or market deterioration.
- ✔ Support Oxbury Corporate to become an integral part of the Oxbury brand through both digital and physical marketing platforms.
- ✔ Pro-actively engaging with stakeholders at all levels to build collaborative relationships, that promotes a positive and respected culture across the business.
- ✔ Ensure that Oxbury Corporate has a reputation as the UK's specialist agricultural banking provider.
- ✔ Assist and improve the banks processes, especially those that pertain to better execution of products that ultimately results in a better customer experience.

Skills and Experience

Essential:

- ✔ Background in corporate, commercial, or agricultural banking.
- ✔ Ability to interpret complex financial information and assess risk.
- ✔ Excellent communication, negotiation, and relationship-building skills.
- ✔ Commercially astute, resilient, and proactive.
- ✔ Comfortable managing complex workloads and high-value transactions.

Desirable:

- ✔ Knowledge of UK agricultural markets and corporate agribusiness structures.
- ✔ Experience of presenting to Credit Committees, Board Risk Committees or Boards.

Benefits

- ✔ A very competitive salary with an excellent benefits package.
- ✔ 25 days holiday, plus 8 days bank holiday (this increases with service).
- ✔ Oxbury Bonus scheme.
- ✔ Free Personal Training session every week.
- ✔ Private Medical Healthcare.
- ✔ Employee Assistance Programme.
- ✔ Life Insurance.
- ✔ Enhanced maternity/paternity leave.
- ✔ Employee referral scheme.

Application

Interested candidates should submit their CV and a brief covering letter outlining their experience in agriculture, any previous work experience and why they believe they are suitable for the role. To apply please click [here](#).