

SUMMARY

Established in 2016, **Territorial Bank of American Samoa** is a renowned organization in the financial sector within American Samoa. It is committed to upholding the highest standards of transparency and accountability. Territorial Bank takes great pride in offering a comprehensive range of financial solutions, including checking, savings, and time deposit accounts, as well as debit/ATM Mastercard services, online and mobile banking platforms, and consumer, residential, and business loans. The mission of TBAS is to provide business and financial support to the people of American Samoa while delivering excellent service to all customers and safeguarding the interests of depositors..

ESSENTIAL DUTIES

- Reporting to the Board of Directors and the leader of the Executive Team, the CEO is accountable for the effective leadership, management, and operational delivery of strategies, plans, and budgets. To be successful in this role, you should possess the following attributes and skills:
- A sound understanding of financial markets, deposit, and debt products, and how these can be structured and applied within Corporate Banking.
- The ability to provide technical advice and guidance regarding cash flow lending, debt products, and deal structuring; capable of managing large or complex commercial loans.
- Knowledgeable and well-versed in financial products and services and how these can assist our customers in operating efficiently and successfully in the territory.
- A collaborative team approach, working widely across the organization to achieve the best outcomes for customers, employees, stakeholders, and shareholders, while addressing community needs and cultural diversity.
- Ensuring the development and pursuit of effective marketing strategies to create a strong brand image for the Bank by working closely with the marketing team. Representing the Bank and providing leadership in key community activities, including business, charitable, non-profit, civic, and social organizations, to maintain a responsible citizen stature for the Bank.
- Leading the Bank by implementing and maintaining effective processes for information technology risk management (IRTM), works closely with Information Technology teams to support the Bank's business strategy in line with its risk appetite as outlined by the Board of Directors.
- Manage corporate governance and engage in business development through a network of contacts within business, legislative, and island leaders, shareholders, and stakeholders, fostering relationships and overseeing best business practices for the Bank.
- Have experience in a financial institution or investment bank in corporate finance and relationship management, with the ability to work with the Board of Directors to manage regulatory risk, governance, and compliance requirements.
- Ensure the Bank's vision and culture are effectively communicated to management and all Bank personnel. Work closely with executive management and management team to achieve strategic goals. Ensure the Bank maintains an adequate and effective workforce of trained and informed personnel, leading from the front as a visionary leader.
- Additionally, should have a proven ability to drive business and process improvements, particularly in automation, process reengineering, product services, and standardization. With strong interpersonal and communication skills, leadership and engagement skills, your critical thinking, attention to detail, and problem-solving abilities will enable your success in this role. You will collaborate with the Marketing Manager and other members of Bank management..

MINIMUM REQUIREMENTS

- Applicants, are encouraged from senior financial services professionals with significant experience in a similarly complex and highly regulated environment. A proven background in systems and technology, change management, and process improvement will be required, along with strong business planning and analytical abilities, as well as highly developed team leadership and development skills..
- Equally important is the capability to contribute to the business at both a strategic, operational, community, and cultural level. The successful candidate will demonstrate credibility, resilience, energy, high levels of integrity, and an unwavering focus on service quality. With a degree qualification, you should possess a detailed knowledge of financial services products and systems, combined with in-depth experience leading a team within a banking or broader financial services or regulated industry.

This is an outstanding opportunity to join a well-established and highly respected financial services entity with a proud history and a mission to embrace its next chapter with passion, authenticity, and professionalism.

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