



PUBLIC FINANCE BANKER (INVESTMENT BANKING)

M&T has an immediate opportunity for an experienced Public Finance Banker with existing relationships in the New York Region. Position could be located anywhere in New York State agreeable to the candidate and the Bank.

Position Overview:

Has overall accountability for public finance business development activity in New York State, exclusive of higher education, healthcare and housing. Primary clients will be all types of government issuers (authorities, townships, counties, cities etc.), local community based 501C3's and manufacturers that qualify under small issue rules.

Position Responsibilities:

- 1) Serve as the lead public finance banker for M&T in New York State.
- 2) Responsible for handling all aspects of public finance client relationships including the development and coordination of various tax-exempt transactions.
- 3) Coordinate public finance business development efforts with M&T's regional commercial banking offices.
- 4) Identify deal appropriate strategies and negotiate terms and conditions.
- 5) Market new business opportunities.

To apply, go to: <https://www.mtb.com/careers/Pages/CareersMT.aspx> and look for Job 3ce61, Public Finance Banker (Investment Banking)