# Global Head of CB Commercial Real Estate Lending (m/f/d)

**Job ID: 61916**

**Career Level: Managing Director**

**Date Posted: 2025-04-24**

**Location: Frankfurt**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Position Overview**

Details of the role and how it fits into the team

Deutsche Bank’s Corporate Bank (CB) addresses the needs of corporate clients, financial institutions, investors and issuers in three segments: Corporate Treasury Services, Institutional Client Services and Business Banking. The Corporate Bank is a market leader in cash management, lending, trade finance, trust and agency services, securities services and risk management for FX and Rates.

The CB Commercial Real Estate (CRE) team originates, and structures mainly senior mortgage secured loans for high quality assets in Europe and North America. The team maintains long term relationships with all major institutional European Core/ Core+ real estate investors. Next to this, CB CRE acts in close cooperation with the remaining CB Lending teams to source corporate-led real estate transactions.

The current opportunity for a Managing Director, Global Head of Corporate Bank Commercial Real Estate (CRE) Lending, is located in Frankfurt and part of the Corporate Bank’s Lending Leadership team.

Your key responsibilities

You are responsible for generating, advising and executing complex and attractive financing solutions within the CRE space for our existing clients; at the same time you continuously source new transactions/ client relationships

You manage the CB CRE Origination teams across three different locations (Frankfurt, Bonn, Amsterdam). You lead the team to motivate, empower and align all team members and business activities to work towards reaching our joint DB objectives

You are in charge of managing the CB CRE portfolio (double digit billion book) in light of risk and regulatory requirements in order to achieve P+L targets; in your capacity as Head of CB CRE you will exercise the front office loan approval authority

You ensure close cooperation with all relevant inhouse business stakeholders such as Credit Risk Management, loan transaction management as well as external stakeholders such as legal counsel, banks’ syndication desks and asset managers to maintain a high level of customer service and continuously strive to meet client objectives and responsibly grow a high-quality CRE business and balance sheet portfolio

Your skills and experiences

Strong network of contacts in the CRE industry including key decision makers at potential borrowers (e.g., major financial sponsors, institutional borrowers) as well as syndication desks of other European financial institutions

Extensive lending and financing knowledge and experience in the German/ European CRE space throughout the credit lifecycle

Risk and regulatory know-how also fit for a large international regulated banking environment

Innovative, solutions-oriented leader with a strong sense for business opportunities, stakeholder management as well as impressive communication skills in German and English

Finance or business master’s degree from an internationally renowned university

What we offer

We provide you with a comprehensive portfolio of benefits and offerings to support both, your private and professional needs.

Emotionally and mentally balanced

A positive mind helps us master the challenges of everyday life – both professionally and privately. We offer consultation in difficult life situations as well as mental health awareness trainings.

Physically thriving

We support you in staying physically fit through an offering to maintain personal health and a professional environment. You can benefit from health check-ups; vaccination drives as well as advice on healthy living and nutrition.

Socially connected

Networking opens up new perspectives, helps us thrive professionally and personally as well as strengthens our self-confidence and well-being. You can benefit from PME family service, FitnessCenter Job, flexible working (e.g parttime, hybrid working, job tandem) as well as an extensive culture of diversity, equity and inclusion.

Financially secure

We provide you with financial security not only during your active career but also for the future. You can benefit from offerings such as pension plans, banking services, company bicycle or “Deutschlandticket”.

Since our offerings slightly vary across locations, please contact your recruiter with specific questions.

This job is available in full and parttime.

In case of any recruitment related questions, please get in touch with Stephanie Fritsch.

Contact Stephanie Fritsch: +49 (69) 9101 - 4005

Wir streben eine Unternehmenskultur an, in der wir gemeinsam jeden Tag das Beste geben. Dazu gehören verantwortungsvolles Handeln, wirtschaftliches Denken, Initiative ergreifen und zielgerichtete Zusammenarbeit.

Gemeinsam teilen und feiern wir die Erfolge unserer Mitarbeiter\*innen. Gemeinsam sind wir die Deutsche Bank Gruppe.

Wir begrüßen Bewerbungen von allen Menschen und fördern ein positives, faires und integratives Arbeitsumfeld.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

## Personal Qualification Assessment

**Summary**

This Managing Director level position is for the Global Head of Commercial Real Estate Lending within the Corporate Bank division. The role involves leading Deutsche Bank's global real estate lending business, managing a large team across multiple regions, developing strategic initiatives for growth, and ensuring compliance with credit risk policies. It requires extensive experience in commercial real estate finance, strong leadership skills, and deep knowledge of global real estate markets.

**Strengths & Matches:**

* I have experience at Deutsche Bank and understand the bank's corporate culture
* I have some project management experience that could be transferrable
* I understand the importance of regulatory compliance in banking environments
* I have worked in cross-functional environments at Deutsche Bank

**Gaps & Areas for Development:**

* I lack commercial real estate lending or finance experience
* I don't have the executive-level management experience required for this Managing Director role
* My background in IT procurement is completely unrelated to real estate finance
* I don't have experience developing strategic initiatives for a global business line
* I lack the industry network and relationships with real estate developers and investors

**Assessment Conclusion**

This Global Head position for Commercial Real Estate Lending at Managing Director level is completely misaligned with my background and experience. The role requires extensive commercial real estate finance expertise, executive leadership experience, and deep industry knowledge that I do not possess.

The position involves leading a global business line, managing a large team across multiple regions, developing strategic initiatives, and making high-level credit decisions - all of which require specialized expertise far removed from my IT procurement background.

Overall match rating: 1/10 - While I have some experience at Deutsche Bank which provides minimal familiarity with the organization, the specific requirements of this senior leadership position in commercial real estate lending don't align with my skills and experience in any meaningful way.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Application Information**

Apply at: <https://careers.db.com/index.php?ac=jobad&id=61916>