

Guide: standardised job titles for managers in Banking

The roles and responsibilities of managers in your organisation must be matched to the standardised occupational categories of managers provided ([Reference Guide, p 20 and 21](#)). The table below is provided as an example only.

Table 1: Example job titles used for manager categories by organisation size

Organisation Size (number of employees)	CEO	KMP	Other executives/general managers	Senior Managers	Other managers	Clerical and Administrative workers
<ul style="list-style-type: none"> → 0-249 → 250-499 → 500-999 → 1000+ 	<ul style="list-style-type: none"> → CEO 	<ul style="list-style-type: none"> → Head of retail → Head of collective → Head of equities 	<ul style="list-style-type: none"> → Other heads of departments <i>e.g. Head of Customers</i> 	<ul style="list-style-type: none"> → Regional manager → Director → Senior manager → 'Heads of...' 	<ul style="list-style-type: none"> → Area manager → Retail branch manager 	
<ul style="list-style-type: none"> → 5000+ 	<ul style="list-style-type: none"> → CEO 	<ul style="list-style-type: none"> → Group executive → General manager <i>e.g. Group executive business & private banking or Chief risk officer</i> 	<ul style="list-style-type: none"> → Executive general manager 	<ul style="list-style-type: none"> → State manager → General manager <i>e.g. General manager operational risk</i> → Heads of...(large functional area) 	<ul style="list-style-type: none"> → Regional manager → Executive manager → 'Heads of ...' → Branch manager → Area manager 	

Note: A retail branch manager may have functional responsibilities in a smaller organisation, which classifies them as a manager. However the responsibilities of a branch manager in a larger organisation may not have strategic or functional responsibilities. In that case, even though they may have people reporting to them they would be classified as an Office and Practice Manager which falls under Clerical and Administrative Workers.