

First Bank of Highland Park

Date	12/13/2018	Requisition Number	2018 - 35
Position	AVP/VP Treasury Management and Deposit Business Development Advisor		
Department	Treasury Management and Private Banking		
Reports To	SVP/Treasury Management Advisor		
Basic Function	Responsible for new business development, consultative sales and relationship management to commercial clients.		
Essential Duties	<p>Responsible for the achievement of new sales targets and portfolio revenue growth objectives</p> <ol style="list-style-type: none"> 1. Partners with lenders and others to target and build opportunities for Treasury Management solutions 2. Influences and enriches the sales process through industry trend analysis, product innovation, and consultative relationship reviews 3. Executes strategic market based sales plan to target prospects and existing customers 4. Achieves annual performance metrics for new business sales, call expectations, and retention of strategic client relationships 5. Grows non-interest income 6. Manages pipeline for accuracy 7. Represents Treasury Management in internal and external settings 8. Builds brand awareness <p>NONESSENTIAL DUTIES</p> <ul style="list-style-type: none"> • Other duties as assigned 		
Knowledge, Skills & Abilities	<ul style="list-style-type: none"> • Demonstrates superior strategic sales knowledge selling to commercial customers • Knowledge of territory management • Demonstrates high level of Treasury Management product knowledge and product innovation • Knowledge of credit and operational risk-ability to quantify potential exposure and advise team • Demonstrates Industry or vertical market expertise • Demonstrates strong knowledge of market/industry trends • Demonstrates proficiency in Word, Excel, PowerPoint • Demonstrates strategic sales planning to define target markets, strategic sales approaches, and provide solutions • Demonstrates ability to prospect for new business acquisition • Manages time effectively to balance new and existing relationships to meet goals • Open to coaching and career development • Demonstrates ability to work as part of a team and partnership towards a team goal 		
Training & Experience	<ul style="list-style-type: none"> • BA/BS degree in Business, Finance or related degree required • 5 to 10 years proven new business development experience • Experience with territory management in sales • Certified Treasury Professional (CTP) or Certified Cash Management (CCM) certification a plus • Government banking experience preferred 		

To Apply: Send email with attached resume to careers@firstbankhp.com. Please reference Job Code 2018 - 35.

Website Job Posting