

First Bank of Highland Park

Date	7-2-2019	Requisition Number	2019 - 24
Position	Business Banking Treasury Management Consultant		
Department	Retail Banking: Business Banking		
Reports To	Executive Vice President/Retail Banking		
Basic Function	Assist Commercial and Business Banking RM's with onboarding business depository clients. Responsible for interviewing client to determine depository/TM needs then providing appropriate solutions to meet the needs. Also responsible for documentation, ongoing tier one support and coordinating implementation with Treasury Management Operations.		
Essential Duties	<ol style="list-style-type: none"> 1. Subject Matter Expert partnering with Business/Commercial Bankers to target and build opportunities for deposit and treasury management solutions 2. Assists Bankers achieve annual performance metrics for new and retained client relationships; particularly in terms of deposit goals 3. Grows non-interest income 4. Onboarding new business clients 5. Work with Business / Commercial Bankers and Treasury Management Operations to establish additional services: <ol style="list-style-type: none"> a. Business Online Banking b. Wire Transfers c. Remote Deposit d. Positive Pay e. ACH Origination f. Merchant Services g. Lockbox h. Mobile Banking/Mobile Deposit 6. Assist clients with account inquiries, requested documentation, and implementation of additional products and services Effectively addresses and resolves issues which require higher level of technical and analytical competence with minimal supervision 7. Effectively addresses and resolves issues which require higher level of technical and analytical competence with minimal supervision 8. Call existing Clients to develop new business, expand existing business relationships, maintain good Client relations and ensure proper servicing of accounts 9. Prepare sales presentations, explain products and services offered and recommends those services which would be of value to the Client 10. Keep informed of new cash management products and incorporates them into the cash management sales program <p>NONESSENTIAL DUTIES</p> <ul style="list-style-type: none"> • Other duties as assigned 		

Website Job Posting

Knowledge, Skills & Abilities	<ul style="list-style-type: none"> • Superior client service skills able to independently call on clients and prospective clients • Demonstrates superior strategic sales knowledge selling to commercial customers • 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 strong knowledge of market/industry trends • Demonstrates proficiency in Word, Excel, PowerPoint • Manages time effectively to balance new and existing relationships to meet goals
Training & Experience	<ul style="list-style-type: none"> • BA/BS degree in Business, Finance or related degree or equivalent • 5 to 10 years proven experience dealing with business banking clients • Microsoft proficiency • Fiserv experience helpful • Treasury experience preferred

To Apply: Send email with attached resume to careers@firstbankhp.com. Please reference Job Code 2019 – 24.