



CAREER OPPORTUNITY NOTICE

The Riverside Office is now accepting job applications from qualified individuals for the following position.

CONTACT	LOCATION	DEPARTMENT	JOB TITLE
Aaron Young	Riverside	Marketing	Business Development Officer/Vice President

WEEKLY HOURS	40 – Full-Time – Exempt
POSITION DESCRIPTION:	<p>Identifies and implements opportunities to meet the needs of business customers; specifically small and medium sized clients including analyzed deposit accounts. Involved in direct sales and provides account relationship support for assigned Bank clients. Business Banking product expert to include e-deposit, positive pay, lockbox, account analysis and other cash management services. Optimizes customer profitability through review and analysis of current and future business activity.</p> <p><i>Candidate will operate out of our Riverside branch and the target market will include Riverside and adjoining cities.</i></p>
JOB DUTIES:	<ul style="list-style-type: none">• Develop and maintain profitable relationships with new and existing customers, including client acquisition in the medical community, escrow, property management, schools/school districts, professional services, and municipalities.• Consult with customers at their place of business in order to understand their business practices and identify their goals and needs; cross sell products and services and capitalize on opportunities to expand business.• Meet established goals for new commercial deposit relationships plus ancillary product sales; contact current customers for referrals and to expand current relationships.• Work with appropriate support staff to create targeted marketing material and/or letters.• Consistently stay abreast of what other banks in the area are offering, including pricing.• Perform outbound calls, canvassing, and mail marketing material/letters to prospective clients.• Complete business proposals and prepare account analysis comparisons.• Follow-up on all customer and prospect requests, concerns, and issues in a timely manner.• Support all product-related initiatives and coordinate efforts with key business partners, including FSOs, marketing, IT, compliance, training, and operations.• Develop sales contests/incentives for branch staff in order to generate referrals and cross-sell opportunities.

HCN Bank is an Equal Employment Opportunity Employer

Date: June 6, 2023

	<ul style="list-style-type: none"> • Partner with Customer Service Managers (CSMs) to target new business contacts and identify training/coaching needs of the Branch.
QUALIFICATIONS:	<ul style="list-style-type: none"> • Experience in Business financial services required including electronic banking and cash management products. • Solid business analysis skills. • Previous commercial, corporate, or business banking experience preferred. • Significant presentation skills, and advanced customer relations skills. • Ability to travel to area branches and customers; must have thorough knowledge of bank services and bank operations. • Must be highly responsive, client focused, achievement oriented, results-focused, and a team player. • Ability to make direct sales presentations and analyze business in person for key customers and potential clients. • Excellent interpersonal skills and the ability to build strong and productive business partner relationships. • Strong written and verbal communication skills required. • Proven ability to acquire new business households from sales activities.
PAY RANGE:	\$65,000 - \$85,000 Annually plus Quarterly Incentives