



## **Vice President | Business Development Officer**

Riverside, California

HCN Bank is dedicated to providing exceptional banking services with a focus on customer satisfaction and technological innovation. Join our team and contribute to a dynamic and supportive environment where your skills can thrive.

**Position:** Vice President / Business Development Officer

**Department:** Marketing

**Reports to:** Chief Executive Officer / President

**Type:** Full-time

**Pay Range:** \$85,000 - \$125,000/yr (plus performance incentives)

**Posted Date:** 01/27/2025

**Job Summary:** As a Vice President / Business Development Officer, you will lead efforts to acquire, develop, and maintain profitable deposit relationships with small and medium-sized businesses. Your role will involve direct sales activities, including outbound calls, canvassing, and consulting, with a focus on delivering customized treasury management solutions. Operating out of the Riverside branch, you will target businesses in Riverside and surrounding cities, including clients in industries such as medical, property management, education, professional services, and municipalities.

### **Key Responsibilities:**

- Develop and maintain profitable deposit relationships with small and medium-sized businesses.
- Perform outbound calls, canvassing, and targeted marketing to prospective clients.
- Meet with prospects at their place of business to understand their needs, present solutions, and cross-sell bank products and services.
- Achieve established goals for new commercial deposit relationships and ancillary product sales.
- Prepare business proposals and account analysis comparisons to optimize customer profitability.
- Collaborate with internal teams to support product initiatives and create customized marketing materials.
- Stay informed of competitor offerings, including pricing, to maintain market competitiveness.
- Represent HCN Bank at networking events, including those outside of regular business hours, to build connections and identify opportunities.



**Qualifications:**

- Experience:
  - Minimum of 3 years of experience in business financial services, including electronic banking and treasury management products.
  - Proven ability to acquire new business clients through cold calling, canvassing, and direct sales activities.
  - Previous commercial, corporate, or business banking experience preferred.
- Skills:
  - Strong business analysis and presentation skills.
  - Advanced customer relationship management and interpersonal skills.
  - Strong written and verbal communication skills.
  - Ability to work independently, meet deadlines, and achieve results.
- Other:
  - Ability to travel to area branches and client locations as needed.
  - Must be responsive, client-focused, and a collaborative team player.
  - Ability to attend events outside of normal operating hours to foster business relationships.

**Why Join HCN Bank?** At HCN Bank, we know that in order to support our customers and provide for our shareholders, we first must support and provide for our employees. We encourage a collaborative work environment and empower our employees to take ownership of the Bank's success and growth.

We are committed to the growth and progress of our employees. The Bank has an education assistance program offering tuition assistance, invests in our employees' future through an Employee Stock Ownership Plan, and matches a portion of their 401K contributions. We also pay a portion of employee and dependent healthcare premiums.

At HCN Bank, we believe in a healthy work-life balance and provide generous vacation and sick time to ensure our employees can recharge and take care of themselves and their families. Over half our employees have been with us for over 5 years, with one-third exceeding 10 years of service. We treat our employees to annual events such as summer picnics, holiday parties, and recognition events to show our appreciation for their hard work. Our team members are the driving force behind the Bank's success, and our benefits program is our way of giving back.



Although we think we've built something special, we are always looking for ways to make the Bank an even better place to work. We hope you will consider being a part of our journey.

**Apply Now:** Submit your resume and cover letter to [hrjobs@hcnbank.com](mailto:hrjobs@hcnbank.com).

**HCN Bank is an Equal Opportunity Employer.**