



CAREER OPPORTUNITY NOTICE

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

CONTACT	LOCATION	DEPARTMENT	JOB TITLE
Myrna Torres	Eastside Branch Hemet	Private Banking	Private Banking Officer/Assistant 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 Eastside branch and the target market will include Hemet 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 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. • Build and maintain a portfolio mix of targeted high value clients. Work with the Private Banking Director and other departments to properly manage and service their portfolio. • 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 PBOs, marketing, IT, compliance, training, and operations.

HCN Bank is an Equal Employment Opportunity Employer

Date: January 11, 2024

	<ul style="list-style-type: none"> • Develop sales contests/incentives for branch staff to generate referrals and cross-sell opportunities. • 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:	\$55,000 - \$75,000 Annually plus Quarterly Incentives