Xenith Bank, a division of Union Bank & Trust of Richmond, Virginia

Location:  Lake Boone office, Raleigh, NC

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|  | Position Description This position is responsible for the delivery of integrated treasury solutions to commercial and business banking clients. Direct responsibilities include identifying, analyzing and marketing Treasury Services products to established business customers and targeted prospective clients. In this role the sales officer will work closely with commercial relationship officers and other LOB relationship owners in consulting on key opportunities offering specific product expertise necessary to deliver the best possible solution to the client. Treasury Management officers are responsible for managing and aggressively growing fee and deposits across a portfolio of accounts. They coordinate across the enterprise by focusing on client acquisition and deepening existing relationships through consistent portfolio and client planning processes leveraging prioritized client relationships. Position Accountabilities:• Builds and maintains strong client relationships with a focus on developing new business relationships resulting in increased services fees and deposits. • Assesses customer needs and provides recommendations as to appropriate engagement strategies. • Accountable for revenue growth, new business pipeline development, active client calling, portfolio development and pricing.• Establishes solid working relationships with key business partners aligned at driving client penetration and increasing Union’s treasury services share of wallet.• Provides consultative support to clients and internal line of business partners on the use/sales of Treasury Services products.• Provides relevant customer training as it relates to new product implementation and set up for new relationships.• Continuously expands knowledge of bank products and internal systems.• Provides market feedback around industry trends, product gaps and competitive influences.• Builds working relationships with product, operations and client servicing partners to effectively drive more favorable client experiences.Organizational Relationship:Position reports to Manager, Treasury Management Services. |
| Requirements | Position QualificationsEducation & Experience:• Bachelor’s degree required or equivalent work experience.• Minimum 5 year’s previous job related experience in financial services sales with a concentration in Treasury Services / Cash Management sales. • CTP designation preferredKnowledge & Skills:• Working knowledge of Treasury Services / Cash Management products.• Demonstrated ability to sell financial services.• Excellent written, oral, interpersonal skills with the ability to recognize and respond to sales opportunities and deliver persuasive sales presentations.• Ability to think strategically and work independently.• Team player with the ability to work in a fast paced environment.• Proficient computer skills with knowledge of Outlook, Word, Excel and PowerPoint.No search.We are proud to be an EEO/AA employer, Minority/Female/Disability/Veteran. We maintain a drug-free workplace.If interested, please contact Donna Bennett, donna.bennett@bankatunion.com or 804-254-6888 |