

BankFinancialSM

Career Opportunity

October 21, 2008

Small Business Banker Posting #068-08

Location: Orland Park

Responsibilities: Responsible for developing total banking relationships, which include deposit and cash management services, merchant services with businesses that have revenues less than \$5MM. Responsible for pre-screening and referral of loan requests for credit relationships up to \$250,000.

- Develop total banking relationships with small businesses in assigned territory by calling on business owners and referral sources
- Sell all relevant products and services
- Open deposit accounts for business, cross-selling personal business
- Refer solid opportunities to product partners
- Develop relationships that have multiple personal and business accounts
- Develop relationships with referral sources and centers of influence in the community
- Other duties as assigned

Qualifications:

- Minimum 5 years sales experience to businesses
- Strong business development and relationship sales skills
- Experience in Merchant sales a plus
- Strong teamwork skills with proven ability to develop and maintain partnerships
- Ability to work independently
- Bachelors Degree or a minimum of 5 years sales experience or equivalent combination of education and experience
- Good written and verbal communication skills. Ability to write reports, business correspondence and procedures manuals.
- Ability to effectively present information and respond to questions from clients, managers and associates
- Microsoft Office, Internet software, e-mail and sales contact management software