



## **JOB POSTING**

Wichita Market Business Development Officer  
Wichita

**SCHEDULE:** Full-Time

**REPORTS TO:** Wichita Market President

KS StateBank is a multi-billion dollar commercial bank with headquarters in Manhattan, KS and commercial banking centers in Wichita, KS and Phoenix, AZ. The Bank is also engaged in significant government finance and residential mortgage lending activities. KS StateBank is a highly-rated, highly-profitable, well capitalized, dynamic and growing financial institution.

As the Wichita Market Business Development Officer, you should have the right blend of sales and relationship-building skills along with the ability to anticipate prospect credit risk. The successful candidate will be a team player who understands how to identify, develop and market all commercial banking services to potential prospects. While developing prospects, you will need to cultivate internal relationships to help grow those prospects into long-term clients.

### **ESSENTIAL FUNCTIONS**

- Maintain a current and complete knowledge of the bank's process and procedures for credit risk and operating risk exposure as relates to loan and cash management products, while selling products/such services through multiple delivery channels
- Perform market research to identify opportunities, and suggest strategies to pursue such prospects
- Participate in business and community events that will increase the bank's visibility and enhance its ability to grow new and existing business opportunities
- Work independently with each commercial banker(s) in direct sales and business development activities, including solicitation of new commercial loan and/or cash management prospects while maintaining current customers
- Maintain an effective referral environment in the Wichita market through ongoing staff education of products and services

### **EXPERIENCE & QUALIFICATIONS**

- Bachelor's degree with a business or financial concentration or similar related fields
- Five or more years of progressively responsible and relevant sales experience
- Successful experience in direct sales and client relationship management; sales leader with a proven track record of client growth and retention in a principle and ethical environment. Experience with Commercial Business Development is a plus.

### **TECHNICAL SKILLS & ABILITIES**

- Excellent analytical skills and financial analysis knowledge
- Excellent internal and external communication skills, both written and verbal
- Excellent work ethic that can generate effective change while being a good team player
- Ability to perform at a high level of competency with minimal supervision while performing all duties as assigned
- Regular travel when needed

Employee benefits include 401k, health, dental and vision insurance and paid time off.

View the full job description and apply at [ksstate.bank/careers](https://ksstate.bank/careers).

No phone calls or fax submissions please. EOE