



Position Opening: Regional President
Department: Community Administration
Location: Great Bend, Larned, St. John, and Macksville, Kansas
Status: FT Salary
To Apply: <https://www.equitybank.com/about/culture/job-opportunities/>

*Jump start your career at **Equity Bank**! We are currently hiring energetic, team oriented, and community focused individuals to join our team! With a team of best-in-class customer service experts, you'll help to build and expand on client relationships, deliver the banking products and services that meet the unique and individual needs of clients, and create and uphold an atmosphere of superior experience and service. At Equity Bank we'll help you invest in your community through volunteer opportunities which align with our company initiatives and core values.*

Job Summary

Manage the Region through direct reports and the day-to-day operations of the Market. Create and manage a solid team. Manage profitability to budget for the market. Specific budget targets are Loan Growth, Deposit Growth, controlled expenses and Fee Income. Ancillary targets would include portfolio management, Regulatory compliance, and community involvement.

Responsibilities and Expectations

1. Effectively manage the assigned market
 - Commercial bank staffing and recruiting
 - Boost morale
 - Maintain focus on commercial banking target market
 - Excellent public relations and community image
 - Serve on appropriate civic and business committees/boards in the community
 - Achieve profitability for the Market at desirous levels
2. Lead, manage and drive sales activities of the Bank in the market
 - Achieve loan growth goals per annual budget and five year plan both individually and as a team
 - Create strong sales culture
 - Track performance and coach as needed
 - Schedule and make customer and prospect calls both direct and with other team members
 - Build prospect lists
 - Regularly scheduled sales meetings
3. Maintain good credit quality at the market level
 - <1% past 30 days at each quarter end
 - <15% technical exceptions each quarter end
 - Accurate risk code ratings
4. Drive deposit growth
 - Work with loan officers and branches to achieve goal, particularly on non-interest bearing deposits
 - Work with Treasury Management group to achieve fee income goals
5. Strong and proactive participation in the Company's Executive Management Team

- Attend EVP meetings and complete assigned tasks
- Voting member of Bank's Directors Loan Committee
- Participation on other appropriate Bank committees

Required Skills & Education

- Bachelor's degree, preferred;
- 7-10 years of experience with progressively greater responsibilities in a banking environment;
- Excellent interpersonal skills and professional demeanor;
- Thorough understanding of loan documentation and banking procedures;
- Excellent leadership, communication, and management skills.

Who we are

Equity Bank, a full-service, \$5 billion community bank, is based in Wichita, Kansas, with 66 bank offices throughout Kansas, Missouri, Arkansas, and Oklahoma.

At Equity Bank, you can find exciting opportunities to challenge you, expand your skills, and reward your contributions. Our employees receive competitive compensation and benefits, while working in an atmosphere that encourages personal and professional growth. We're searching for motivated individuals who are passionate about serving others, learning new technologies, and working as part of a team.

Equity Bank offers a full range of financial solutions, including online and mobile banking, commercial loans, consumer banking, and mortgage loans, treasury management service, the best solutions for your business, and absolutely zero ATM fees, anywhere.

What's in it for you?

We believe your benefits are an important part of your overall compensation package. We work year-round to ensure that we provide our employees with the most up-to-date, competitive program. We thoroughly evaluate our benefit plans and strive to provide quality benefits that support the physical and financial well-being of our employees and their families.

Benefits Available:

- Health, Dental & Vision Insurance
- Group Life & Long-Term Disability Insurance
- Flexible Spending & Health Savings Accounts
- Group Cancer Insurance
- 401(K) Retirement Plan w/ Company Match
- Generous Vacation & Sick Time
- Employee Stock Purchase Plan (ESPP)
- Pet Insurance
- Retail Banking Benefits

Find your future at Equity Bank!

The above statements are intended to generally describe the nature and level of work to be performed by most people assigned to this job. It is not intended as an exhaustive list of all responsibilities, duties, and requirements.

Physical Requirements

This position requires standing, walking, bending, and squatting on a regular basis. May require the ability to stoop, kneel, crouch or reach with hands and arms. Requires the ability to carry, lift, move or push up to 25 pounds on an occasional basis. Must be able to talk and listen to others.

Work Environment

This position regularly works in an office setting. Most of the job duties require the employee to be working with computers and electronic media on a regular basis.

Equity Bank is an equal opportunity employer and will not make employment decisions based on an applicant's race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.