



Position Description

Title: Business Solutions Officer
Department: Business Solutions
Reports to: EVP and Chief Operating Officer
Location: Goddard, KS
Apply to: www.fnbhutch.bank/careers-at-the-first/

Summary:

Responsible for developing new business and providing support to commercial bank prospects and existing customers. Makes calls individually and cross-departmentally to identify needs and recommend business solutions. Develop referral sources for leads to new business. Uses consultative selling to cross-sell Treasury Management products and services to current customers.

Duties:

(The summary of duties and responsibilities listed above represent the job requirements but are not meant to be all-inclusive or prevent other duties from being assigned as necessary.)

- Contribute to bank growth and revenue generation with direct business development through prospecting and outside networking.
- Devise and execute a plan to achieve sales goals.
- Deliver a consultative sales approach by helping business customers assess their banking needs and delivering solutions.
- Contact prospective customers to develop a new treasury management business.
- Manage relationships with existing customers to ensure proper servicing of accounts and to expand existing business.
- Participate in joint calls with Financial Center Location managers, business development officers, and commercial lenders.
- Prepare proposals and sales presentations, explain services offered, and recommend services that benefit customers.
- Partner with all business lines and other officers to recommend sales opportunities to new prospects and cross-sell opportunities to existing customers.
- Meet or exceeds set fee income goals.
- Demonstrate the ability to identify commercial customer needs and provide customized solutions.
- Conduct periodic reviews with all top treasury management customers.
- Perform training for new and existing customers as needed.
- Assist in the design of and ensures the proper installation of business solutions services.
- Maintain awareness of competitors' products and pricing, including new trends and developments in the industry.
- Maintain compliance with all regulatory requirements.

- Attend networking and team-building activities.
- Perform all other duties as assigned.

Position Requirements:

- An Associate's Degree or equivalent work experience
- Two-Four years of retail sales/customer service experience or one year of previous relationship banking experience, with a focus on needs-based selling
- Excellent verbal and written communication skills to effectively and professionally communicate at all levels of the organization and in the community
- High accuracy, attention to detail, multi-tasking, follow-through, and time management skills
- Ability to work independently with limited supervision
- Good personal computing skills, including MS Word, Excel, and PowerPoint