



We are growing and looking for associates who have what it takes to be "Landmarkable." Building relationships, exceeding customer expectations, and giving your best every day are at the heart of being Landmarkable.

## What You'll Do

- Build and maintain relationships with all customers, your team, and community partners.
- Serve customers by providing excellent customer service which begins with addressing customer and prospect commercial loan and treasury management needs with a prompt and timely response.
- Develop and implement a comprehensive business development plan that includes active outreach to current and prospective customers, while achieving bank profitability and growth goals, and meeting bank risk management objectives.
- Generate new business by executing the Landmark sales process to win commercial loans and treasury management opportunities to expand existing or close prospective banking relationships.
- Strengthen the bank's relationship promise through the cross-sale of various commercial banking and treasury services, as well as, retail banking and mortgage banking referrals when appropriate.
- Be an active and engaged participant as a voting member on a regional loan committee.
- Represent Landmark through community engagement to advance the banks reputation both during and after business hours.
- Ensure compliance with internal controls, operational procedures, and risk management policies, including regular audits.
- Collaborate with team, other bank divisions, and bank leadership to develop, monitor, and achieve branch and regional goals.

## Requirements

- Bachelors Degree in Agriculture, Business or related field is preferred
- Minimum of 10 years commercial banking experience preferred
- Portfolio and relationship management experience
- Maintain a high degree of discretion and confidentiality
- Demonstrated leadership, customer service and business development skills
- Able to exercise sound business judgement, including advanced financial analytical skills
- Strong planning and time management skills
- Advanced ability to collect, organize and present detailed information
- Advanced communication and customer service skills, including experience with presentations
- Advanced level of understanding of basic personal computer programs (Client Relationship Management software, Internet, Word, Excel, and Outlook)



**Apply Online: [banklandmark.com/careers](http://banklandmark.com/careers)**

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