

## Security Bank of Kansas City

If you are looking for a challenging and rewarding career, we'd like you to join our Security Bank of Kansas City team! Our banking professionals receive paid training and ongoing education, opportunities for growth and advancement, great benefits, and use the latest in technology to help make the experience at Security Bank of Kansas City a pleasant one for our staff as well as our customers!

### Job Description:

*A **Treasury Sales Officer** is responsible for external and organic business development growth and maintaining positive relationships with existing and potential commercial clients, other financial institutions, and community organizations.*

### Job Requirements:

- Maintain an active calling program on existing portfolio of customers, providing all necessary banking services including loans, deposits, investments as needed by the customer.
- Identify and manage call referrals / joint calls within the bank for other bank related services for cross selling opportunities.
- Develop and maintain an active calling program on prospective customers.
- Represent Bank in professional and / or civic organizations for business development, and other promotional activities.
- Keep abreast of new developments and trends in the retail banking and identify potential opportunities; participate in the development and implementation of plans and programs to respond to those opportunities.
- Participate in the establishment of goals and profitability objectives, and in the development and implementation of policies and procedures, to assure the achievement of those goals; recommend new policies or policy revisions as necessary to improve efficiency and control.
- Ensure prompt and courteous response to customer inquiries.
- Maintain education and professional expertise through attendance at job related seminars, conferences and workshops and involvement in professional civic and community groups in leadership positions.
- Other duties as assigned.

### Qualifications:

- Attainment of this position may be contingent upon successful mastery of the skills and responsibilities inherent in 3-5 years' banking or calling experience, or equivalent education.
- B.S. Degree in business, finance, and/or accounting, preferred, but not required.
- Possess a high level of comfort with technology.
- Excellent English verbal and written communication skills as evidenced by the ability to interact face-to-face, using electronic media and over the phone with customers and co-workers in a clear, confident, friendly and polite manner, using proper grammar and spelling. This includes the ability to read cursive handwriting in English.
- Demonstrated ability to use tact, diplomacy, and present a professional personal appearance (including body language, tone of voice, hygiene and attire).
- Previous and proven sales skills in a financial services firm.
- Analytical (statistical), organizational, time management, and problem solving ability; good math skills.

- Proven ability to multi-task, solve problems, manage time wisely and work with limited supervision.
- In addition to possessing the skills necessary to perform the job, the employee must be willing and able to demonstrate these skills by coming to work on a daily basis, as scheduled.

To apply, please click on this link: <https://www.securitybankkc.com/the-leaf/careers>

**Other Information**

Accommodations will be made to allow for meeting requirements when it does not place an “undue hardship” on Security Bank of Kansas City. Statements included in this job posting are intended to describe the general nature and level of work performed by the employee(s) assigned to this job. The statements are not intended to be construed as an exhaustive list of responsibilities, duties and skills required. Security Bank of Kansas City is an Equal Opportunity/Affirmative Action employer.