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# Example of Banking Sales Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of banking sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for banking sales

* Support the SSL cadence and the banking roundtables
* Coordinates training delivery to sales, sales management and sales support personnel within Retail Banking
* Engage in self development to maintain and improve knowledge enterprise services, which constantly evolves as new data and analytical tools are added
* Foster and cultivate activities and events with other LOBs and product partners to leverage the power of the firm
* Converting enquiries into sales opportunities and ensuring the highest service level throughout the process
* Providing each client with a personal point of contact and ensure the smooth processing of applications from initial inquiry
* Packaging and submit mortgage/ assurance/ insurance forms to underwriters/ insurers/ assurers
* Negotiating and secure formal loan offer and terms from insurer/ assurer
* Generating fee income from each sale
* Supporting and execution of banker efficiency and effectiveness including but not limited to Sales Process, Contact Strategy, Digital Tools, Banker Skill Set and reporting

## Qualifications for banking sales

* Strong product knowledge and strategic mindset
* The role could be in VP or Director level depends on candidates' experience
* Minimum competency requirements apply to this role
* Develop and maintain long-term relationships in the Aboriginal communities
* A proactive team player who is target driven
* QFA or APA qualified in Loans, Savings and Investments