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# Example of Community Banker Job Description

Our company is growing rapidly and is looking to fill the role of community banker. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for community banker

* Responsible for developing specific levels of new business account openings
* Develop internal and external referral sources through centers of influence, participation in bank events and community activity
* Set-up and coordinate meetings between prospective customers and appropriate line of business partners (Commercial Loan Officers, Branch Managers, Cash Management Representatives, Mortgage Loan Officers, Investments Officers, Outside Affiliated Product Reps.)
* Delivering an expert, quality-driven service to our customers
* Demonstrating ownership of all queries and acting as the first point-of-contact for all their day-to-day banking requirements, using various communication methods
* Proactively educating customers on the features and benefits of the international proposition, and managing clients throughout the proposition tiers
* Providing exquisite customer service in every interaction you have with our customers in the branch
* Learn the basics of commercial and agriculture lending through on the job training
* Participate on sales calls/visits
* Create business development strategies for approaching existing commercial clients new prospects

## Qualifications for community banker

* Keeps things simple and on track
* Can manage up down and sideways in the organization
* Has led people and process
* Identifies problems and recommends appropriate solutions
* Two or more years in retail banking or business development
* Ability to develop business relationships