



Example of Banker Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of banker. 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 banker

- Proactively engage in quality conversations with new and existing customers to discover their business and personal goals in order to individually understand their current and future needs
- Employ appropriate solutions for small business customers and their employees
- Prepare a calling plan for each new business prospect in conjunction with the strategic business development program
- Partner with Branch Manager to develop and implement promotional sales campaigns, cross-sell plans and tele-consulting activities
- Be a leader by living the One Team concept which includes personal joint calling efforts by collaborating with business partners to acquire, expand, and retain business customer relationships
- Maintain accurate sales records and regularly reviews sales results with Branch Manager and prepare an action plan taking appropriate steps to meet/exceed sales objectives
- Maintain an awareness of competitive products, practices, rates and changes in market area
- Loans -- New Production (Individual)
- At the direction of the District Operations Manager, must have the ability to travel to various branch locations to provide coverage which will continue to ensure high levels of customer service within the branch network
- Ability to adapt to different staff and customers daily due to continuously

Qualifications for banker

- Previous sales and cash handling experience, preferred
- Ability to present a confident and professional demeanor to establish trust and knowledge from the customer
- Must be self-driven with a positive outlook and have the ability to demonstrate confidence, tact, patience, and diplomacy while dealing with customers
- High School Diploma or GED and a minimum of two years Valley branch experience or three years financial institution/branch banking experience, and/or successful completion of the Valley internship program
- A degree from a 2 year or 4-year college or university preferred
- Previous experience with bank sales as a Personal Banker