



Business Development Officer (BDO) Job Posting

Summary:

The BDO generates new deposit and Treasury Management accounts, business loans opportunities, and other revenue income sources for Republic Bank of Arizona. The principal role of the BDO is meeting with prospects, developing strong relationships in their respected marketplace, and closing business. It's essential that the BDO has strong existing Centers of Influence and continues to build their COIs by networking with CPAs, attorneys and commercial real estate agents. Once an opportunity is won, the Business Development Officer will continue to retain the client within the banker's book of business with a focus on servicing and deepening the relationship.

Responsibilities:

- Work closely with Centers of Influence (COI) to include CPAs, lawyers, and commercial real estate brokers to assist in driving new business. Also, have a well-defined marketing strategy that will target their respective goals
- Meet with assigned commercial banker(s) to review their accounts and identify prospective clients for cash management services/depository services
- Stay current with national, regional, and local industry trends
- Participate in the business development activities of the bank. Identify and develop new business relationships that have annual revenues between \$2MM - \$20MM.
- Create and manage an effective prospect list and perform activities to ensure growth in loan, deposit and fee income portfolios
- Perform timely follow-up concerning newly implemented treasury management services to ensure client is satisfied and/or carefully understands the mechanics of the service
- 50% -80% of time will be spent in market generating business by meeting with prospects, outside calling, attending networking functions, and community events
- Serve our prospects and customers through a consultative selling, trusted advisor role to assist them in recognizing and tackling business opportunities and risks, and helping them accomplish their goals while maximizing our effectiveness
- Complete annual E-Learning Plan and Bank Secrecy Act (BSA) training as assigned and keep up-to-date knowledge of BSA as it relates to the job function

Skills:

- Experience in building and maintaining relationships with customers and prospects
- Strong Center of Influence (COI) network
- Excellent communication and interpersonal skills
- Strong prospecting and sales skills

Education/Experience:

- High School Diploma
- 3-5 years banking experience
- At least 2 years of business banking or Treasury Management experience
- 5+ years outside sales experience

Location: Phoenix, Arizona

Candidates please contact Karen Vitkovich at 602.280.9421, or email qualifications to kvitkovich@republicaz.com.

Republic Bank of Arizona is an equal opportunity employer that provides team members an inclusive, supportive and equitable environment.

Republic Bank of Arizona has earned a five star "Superior" rating from Bauer Financial