

Job Title

Mid-Level Business Development Executive / B2B Sales

Short Description

We are seeking an experienced mid-level (Assistant Vice President) business to business sales/relationship manager to handle a territory primarily in northern Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee, and Indiana. This position requires consulting with credit unions to help them achieve business and strategic objectives through in-person visits and calls. This position is responsible for managing a book of business that reflects credit unions' payment-related and digital products and services to their membership that enables the credit union to drive business/revenue, increase member growth and deliver greater member/client satisfaction within its membership. This position is responsible for the expansion and retention of credit unions in the mid-size range of asset level.

We are looking for someone that has knowledge of banking and payment products in the banking/financial industry. The person hired should have a basic understanding of file movement, payment processing, and how technology integrates with core processing systems and the federal reserve bank. We need someone that has great sales experience, critical thinking skills, professional, confident, eager to learn, and has excellent written and influential communication skills.

This position requires a minimum of 5 years of experience of financial industry sales and a Bachelors' degree is preferred. You must be willing to travel at least 80% of the time throughout the U.S, which will consist of predominately day travel with limited overnight stays. This position is compensated with a base salary plus incentives. You may expect the total compensation to be split at approximately 70% base and 30% incentives.

Full Description

We are seeking an experienced mid-level (Assistant Vice President) business to business sales/relationship manager to handle a territory primarily in northern Florida, Alabama, Mississippi, Louisiana, Texas, Tennessee, and Indiana. This position requires consulting with credit unions to help them achieve business and strategic objectives through in-person visits and calls. This position is responsible for managing a book of business that reflects credit unions' payment-related and digital products and services to their membership that enables the credit union to drive business/revenue, increase member growth and deliver greater member/client satisfaction within its membership. This position is responsible for the expansion and retention of credit unions in the mid-size range of asset level.

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What You Will Love About Us?

Our Company Culture: We offer a friendly and casual environment and encourage innovation, collaboration, continual learning and accountability.

Our Mission and Vision: Employment with Corporate One includes being a part of a community dedicated to supporting the cooperative movement upon which credit unions were founded.

Strong Financials and History: Corporate One Federal Credit Union is one of the nation's largest and most progressive corporate credit unions with more than \$5.7 billion in assets and serving more than 750 credit unions nationwide for over 60 years. We offer credit unions a full, innovative menu of payments, investments and funding services to help credit unions serve their members. Corporate One also owns several credit union service organizations that provide additional solutions for credit unions, including innovative digital (FinTech) solutions. This position has a lot of potential to impact the future of Corporate One and its member credit unions.

Competitive Compensation & Benefits: Corporate One offers competitive compensation, a generous 401(k) matching contribution, and quality health and ancillary benefits.

Work Life Balance: Paid Time Off (starting with 4 weeks – pro-rated your first year), 10 paid holidays

Development Opportunities: We provide a full library of online training as well as group and individual training, and coaching, all focused toward helping you grow and be successful.

If you want to be a part of our mission of serving credit unions nationwide, apply today.

Corporate One FCU is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity, sexual orientation, national origin, disability, or protected Veteran status.

To apply online: <https://jobapply.page.link/JSkv>

Education

Bachelor's Degree preferred

Additional Comments

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Expiration Date	04/30/2021