



## ***Full Time Treasury Management Officer***

### **Location:**

Green Bay office

### **SUMMARY:**

Contributes to the Bank's deposit growth strategies and goals; generates additional revenue from the sale of business banking products and services. Responsible for the development of new Treasury Management business, the expansion of existing business relationships and the delivery of Treasury Management Services to new and existing customers. Supports the bank by reinforcing core values and achieving departmental goals consistent with the strategic plan.

### **MAJOR ACCOUNTABILITIES:**

- 1. Sales Management** – Actively grow the commercial deposit portfolio both from self-generated leads and referrals from other business lines. Increase fee income by actively selling Treasury Management products and services. This includes the development of new profitable Treasury Management relationships and the ongoing consultative support for current TM clients. Work with TM Sales Support to develop sales materials. Calls independently and works closely with Business Bankers, Director Treasury Management and Retail Bankers to identify, analyse, sell, and support the business products and services to established business customers and targeted prospective corporate clients. Seek qualified referrals from the other departments of the bank. Responsible for the acquisition and retention of Business Banking customers to meet strategic growth targets for SNBT in all geographic markets. Create referrals for other lines of business within SNBT. Manage all elements of the Treasury Management sales cycle including business development, prospect qualification, needs analysis and close of sale.
- 2. Customer Relationship Management** – Maintain existing online, phone and in person customer relationships, handles customer inquiries and requests. Assess customer needs and recommends effective strategies; assist with risk analysis; negotiates pricing to optimize profitability of product or service solutions. Conduct annual follow ups with PUDs to ensure ongoing relationships or renegotiate their RFP. Ensure usage of Salesforce for all client communications and review processes. Effectively communicate with customers and/or appropriate department staff regarding inquiries by phone, electronic means or in person. Website and Bank Online contact us emails - review, document and distribute or respond based on the subject matter of the inquiry.
- 3. Business Banking Services** – Responsible for the delivery of the business services and education of the staff. Business Banking services include Business Bank Online, which includes ACH origination, Remote Deposit Capture, Business Mobile and Mobile Deposit Capture, Wire Transfers, Business Credit Cards, Sweeps, Repurchase Agreements and Public Unit Deposits.
- 4. Online Product Applications** – Review applications/contracts and obtain the appropriate documentation to enroll businesses and municipalities in the right products/services. Demonstrate the products/services for the customer. Track and monitor enrollments and identify potential opportunities to enhance the relationship with additional products/services that would benefit the customer over time.
- 5. Other duties that may be assigned.**

### **QUALIFICATIONS:**

Bachelor's degree in communications, business or related field. Sound knowledge of electronic communication concepts and a proven sales record. Strong interpersonal, problem solving and analytical skills. Good written and oral communication skills.

### **APPLICATION PROCESS:**

Apply in person at 1820 Hall Ave, Marinette, WI 54143, at any of our locations, or online at [www.snbtc.com/Careers](http://www.snbtc.com/Careers). Resumes may be sent to [employment@snbt.com](mailto:employment@snbt.com).

**Equal Opportunity Employer**

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