

Business Development Team Leader Stoughton, MA

Envision Bank believes in people helping people – it was our belief when we first opened our doors in 1851 as Randolph Savings Bank, and it holds true today. For over 150 years, we have been providing individuals, families, homeowners, and businesses in our community a wide variety of products that are convenient and hassle-free.

We're customer experience driven and have a focus on overall personal attention. We care and we need people who care as much as we do. We are part of the communities in which we live. Relationships matter. We strive to make things simple and get things done. We hire people who like people and keenly enjoy helping others. If this sounds like you, please read on . . .

The Business Development Team Leader (BDTL) is an experienced, sales professional responsible for overseeing and developing a team of Business Development Officer(s) for our cash management services. The BDTL will be responsible for setting and achieving goals, implementing business sales strategies, and product development. The BDTL must possess a proven track record of demonstrated success in managing a sales team in a complex work environment focused on developing and growing new business deposit relationships. The BDTL must have the ability to inspire others to exceed customer's expectations and add long term value. The BDTL must be actively involved in the community through volunteer efforts, participating in local organizations, and engaging in business networking groups and centers of influence (COI) to generate and develop business. All tasks must be performed in compliance with established Bank policies and procedures, with Federal and State laws and with all Fair Lending regulations.

Primary Responsibilities:

Sales

- The BDTL must have extensive industry knowledge in the cash management field, and proven success acquiring, expanding, and maintaining business relationships. This includes a high level of confidence going outbound (in-person and via telephone) to help develop new consumer and business relationships.
- The BDTL must have a history of meeting and exceeding their personal and corporate sales goals and motivating and coaching a successful team.
- Previous success in obtaining referrals and gaining business from existing clients and COI's.
- Previous success partnering with other business units to achieve established production goals and managing a budget.
- The BDTL will be required to have their own book of business in addition to preparing presentations and attending business meetings to support the Business Development Officer (BDO) in bringing in new business.
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- Previous success partnering with other business units to achieve established

- production goals and managing a budget.
- The BDTL will be required to prepare presentations, attend business meetings to support the BDO's the BDO's in bringing in new business. May be required to have an individual book of business.
- The BDTL must actively build a network of Centers of Influence (COIs) in order to source business referrals.

Operations

- Adheres to Bank policies and procedures and performs functions in compliance with all rules and regulations. Updates security and regulatory information through regular training.
- Creates friendly, positive impact on customers and provides effective product and service resolutions to customers.

Community Involvement

- Actively participates in community activities and organizations in order to promote the Bank's brand and CRA achievements.

Position Requirements:

- Requires a bachelor's degree or equivalent and 3-5 years cash management sales experience.
- Must possess proven record of meeting and exceeding sales goals while keeping exceptional customer service at the heart of everything they do.
- Must be able to manage a territory and have strong prospecting and closing skills.
- Must have strong presentation skills and possess a self confidence when developing new client relationships.
- Must have a strong base of product knowledge in the cash management area.
- Ability to accurately process computer transactions.

At Envision Bank **PRIDE** is the foundation of who we are and what we strive to be. If you possess a **P**assion to win, are **R**elationship-driven, thrive in an environment of **I**nnovation and continuous learning, believe in **D**oing the right thing, and are interested in **E**ngaging with a collaborative team, then we want to get to know YOU better!

Apply today at <https://envisionbank.applicantstack.com/x/apply/a2clvbslqr9r>

Envision Bank takes pride in being an Equal Employment Opportunity employer and seeks to create and maintain a vibrant diverse workforce. Equal Opportunity Employer – minorities/females/veterans /individuals with disabilities/sexual orientation/gender identity are strongly encouraged to apply.