

For 100 years, **Amalgamated Bank of Chicago** has fostered deep ties to our customers and our community, serving the banking needs of countless businesses, organizations, institutions, and individuals, many for multiple generations. These relationships are based on profound trust, in-depth understanding and highly personal and responsive service provided by our experienced bankers.

We take tremendous pride in being a great place to work! We value the contributions our employees bring to the table every day. We work hard to nurture and maintain a mutually respectful, diverse culture that fosters teamwork and a commitment to exceptional customer service.

Amalgamated Bank of Chicago is hiring a **Relationship Banker**. This position is responsible for the retention and expansion of our current clientele while also focusing on soliciting new commercial business.

RESPONSIBILITIES:

- Responsible for opening and processing various accounts and services discussed with the client.
- Build rapport with commercial clients to establish long lasting relationships that successfully meet the client's financial needs.
- Diligent prospecting new clients by participating in events pertaining to the community to service non-profits, community organizations, and other networking related groups. Constantly be able to demonstrate community outreach.
- Efficiently manage various high-profile client portfolios by learning the mechanisms of their business to act in an advisory capacity that best fits their needs.
- Willing to travel up to 50% of the time for client meetings, CRA events, and team meetings.
- Maintain continuous knowledge of most current changes in Treasury Management products and services as well as the market trends to better service the client.
- Ability to appropriately cross-sell our products to existing portfolios.
- Performs other related duties as assigned.

REQUIRED EDUCATION, EXPERIENCE AND SKILLS:

- Bachelor's Degree with 5 years of experience in benefits and compensation program development and management.
- 4-6 years of experience in Commercial Banking
- 3+ years of Direct Sales Experience
- Excellent verbal and written communication skills
- Strong Knowledge in Microsoft 365
- Government and Union Experience Strongly Preferred

BENEFITS:

- Competitive compensation package
- Full health insurance (medical, dental and vision),
- 401(k)
- Life insurance
- Education Assistance
- Paid Vacation Days
- Employee Assistance Program
- Open-door work environment
- Opportunities for advancement
- Community Service Opportunities

We are an equal opportunity employer and value diversity, equity, and inclusion at our company. We do not discriminate based on any protected category. We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform essential job functions, and to receive other benefits and privileges of employment. Please contact us to request accommodation.

