

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 **Commercial Service Sales Director**. This position is responsible for providing a high caliber customer service experience for our existing clients as well developing and executing new innovated businesses strategies to acquire new clientele. This person is responsible for leading and coaching the team to improve their performance and reach their goals.

#### **RESPONSIBILITIES:**

- Deliver a wide range of specialized financial services to commercial clients.
- Manage portfolios of high value consumer and commercial customers that can lead to referrals. Focus on expanding and growing current books of business.
- Offer financial advisory services suitable to the client's needs by maintaining awareness of the market trends surrounding their businesses specific risks.
- Establish credibility to develop strong partnerships with existing and prospective clientele.
- Provide team members with functional guidance to assist them in reaching their full potential while keeping them accountable in successfully executing sale plans.
- Develop and execute strategic plans to generate business by comprehending and analyzing market trends to orchestrate business development ideas effectively.
- Develop business, marketing, and sales strategies to brand our products and services.
- Collaborate with internal teams to demonstrate the value of our offerings within team meetings and offer support in executing our services within their line of work.
- Analyze various complex financial documents to determine appropriate financing options for client's needs.
- Ensure compliance/audit procedures of commercial banking are followed.
- Represent ABOC in community involvement functions to build partnerships with local businesses.
- Performs other related duties as required.

#### **REQUIRED EDUCATION, EXPERIENCE AND SKILLS:**

- Bachelor's degree in finance, business administration, accounting, or another related field
- 3-5 years of experience leading and developing team to desired performance outcome
- A minimum of 8-10 years of Commercial Banking experience is required.
- Excellent business judgement and strategic thinking
- Demonstrated consultative sales skills.
- Proven ability to establish internal and external relationships.
- Experience using financial software; Fiserv 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.*