

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 **Union Relationship Manager**. This position is responsible for the development, management, and retention of Taft Hartley Union customer accounts.

RESPONSIBILITIES:

- Oversees accounts and interfaces with customers for retention of existing business.
- Cultivates prospective customers through identification of new business opportunities and implementation of new business solicitation and presentation.
- Cross-sells banking and cash management services and participates as needed in trust services marketing effort.
- Initiates contact and develops relationships with decision-making individuals and entities who may influence current and prospective customers.
- Establishes and implements an effective customer/prospect calling program.
- Coordinates account maintenance activities for client portfolio (including daily review and approval of overdrafts, uncollected funds, funds transfer and other debit and/or credit transactions).
- Develops and maintains customer base among commercial in various U.S. markets.
- Acts as consulting/calling support to other Bank areas relating to cash management.
- Implements management decisions and uses various communication methods to keep customers and appropriate team members and co-workers throughout the Bank informed of such decisions.
- Attends relevant customer and prospect activities and events to promote and market the Bank's image and brand as well as to further develop the client relationship and express appreciation for current business.
- Functions as back-up to other department relationship managers.
- Conducts cash management product training as needed.
- Contributes, participates, and communicates on committees and special projects as assigned.
- Stays current on legal and regulatory changes, new developments, policies, law, financial and related issues concerning commercial business through continued education and consistent review of media materials, periodicals and resources which provide updated information, guidelines, legislation, etc.
- Completes special projects as required.
- Performs other related duties as assigned.

REQUIRED EDUCATION, EXPERIENCE AND SKILLS:

- Bachelor's degree in finance or business preferred, not required.
- Experience in treasury management and labor union management.
- Experience with interaction with Taft Hartley Union customers.
- Two years of general banking or financial practices and procedures.
- Strong work ethic with attention to detail.
- Excellent oral and written communication skills.
- Microsoft 365 experience.

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.