

# BankSouth<sup>®</sup>

**BankSouth** seeks qualified candidates for the position of **Market Sales Leader** for our Watkinsville, Georgia branch. This position will be responsible leading sales and strategic development initiatives including loan, deposit and fee growth for our branch servicing the Oconee/Athens-Clarke County market.

## **Overview:**

Candidates must have at least five years of leadership experience with a working knowledge of bank operations and the ability to develop and achieve market goals. This includes coaching, managing & mentoring talent as well as assisting in employee development and retention through ongoing training. Our candidate will develop and implement a written sales and profit plan for the market outlining the goals and objectives based on potential opportunity.

## **Key Responsibilities:**

Responsibilities include but are not limited to ensuring the overall profitability for the market; develop and investigate loan opportunities; increase loan and deposit portfolios; increase fee revenue; conduct periodic sales meetings with the local team to review pipeline/new business opportunities, coordinate marketing resources to stimulate new opportunities in the local market; participate in the design and implementation of appropriate incentive plans; establish a strong working relationship with Credit, Operations, Underwriting and Mortgage departments; attend enhanced sales & leadership training and provide same to Bank Relationship Managers.

## **Requirements:**

Must have ability to communicate effectively verbally and in writing; strong organizational skills and time management; read, understand and interpret financial statements; establish and maintain relationships with key community leaders and achieve a significant presence in the community to promote BankSouth; provide senior management with reports and feedback; ensure compliance with all Bank and regulatory requirements.

We offer a competitive salary commensurate with experience as well as an excellent benefit plan with many bank-paid insurance benefits. 401k with match is also provided.

Qualified candidates should apply online at: <https://banksouth.com/about-us/employment>

*BankSouth is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, age, sexual orientation, gender identity, disability, or veteran status.*