



Renasant Bank is an Equal Opportunity Employer

Position: Treasury Solutions - Senior Sales Leader

Locations: Duluth, GA

Application: For more information and to apply, please visit www.renasantbank.com and select the "Apply Now" and "Careers" link at the top of the page. This Senior Sales Leader position is Job ID 2019-5456.

Position Summary:

This position will be responsible for leading a group of Treasury Sales Managers and Treasury Sales Officers that support the C&I, Community Bank, and Retail lines of business. Under the direction of the Executive Director of Treasury, the candidate will develop sales strategies and incentive plans that align with the bank's goal of growing non-interest bearing demand deposits and treasury fee income. Candidate will assist in the process to monitor the Treasury Management pipeline and facilitate accountability of the Officers in an effort for the division to achieve assigned performance goals.

Responsibilities:

- Responsible for the treasury management sales activities of the bank, to include new business and expansion of existing relationships.
- Responsible for ensuring Treasury sales team conducts call campaign targeting small to middle market commercial companies, professionals and associations.
- Collaborate with Sales Managers to ensure relationships are built with Commercial Lenders, Branch Managers, and Private Bankers in identifying opportunities to present business customers with treasury management solutions while delivering outstanding customer service.
- Develop sales strategies that will assist the bank in achieving its strategic goals.
- Motivate Treasury Management team to deliver on business growth objectives.
- Provide leadership, coaching, and development on all aspects needed to achieve successful performance including partner management and customer retention.
- Monitor treasury sales team performance and provide appropriate coaching, recognition and feedback.
- Create an environment whereby Treasury Sales Officers are actively prospecting and calling on businesses in target markets, assessing their needs and recommending

appropriate treasury management and deposit solutions and converting those potential customers into long-term profitable relationships.

- Work closely with Executive Director of Treasury Management, develop marketing strategies and sales goals/objectives.
- Align closely with Product Management, Client Support Management, and Client Experience Manager to develop tools, processes, practices, communications, materials, etc. that allow bankers/lenders to fully focus on profitably growing the business.
- Perform other duties and participate on other projects as assigned.

Qualifications:

- Bachelor's degree, preferably in Finance, Business, or Economics,
- A minimum of 10 to 12 years of experience in banking and/or treasury product sales with demonstrated sales success and consistent goal progression with at least 5 years in a sales management role,
- CTP designation is preferable,
- Experience with using Customer Relationship Management system to track sales performance,
- Capable of building and maintaining strong relationships at the highest level of a large Institution,
- Ability to generate ideas and drive development of new business,
- Sales target, budget and expense management skills,
- Ability to work with all levels of senior management,
- Proven organizational skills with ability to multi-task and follow assigned tasks through completion,
- Strong written and verbal communication skills, and
- Proficiency in using Microsoft Office products and other systems such as Salesforce, XAA (extended account analysis) and Microsoft Teams, among others.

Physical Demands:

The physical demands described are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is frequently required to sit; use hands or fingers to handle or feel objects, tools or controls, reach with hands and arms, and talk or hear. The employee is occasionally required to walk. The employee must occasionally lift and/or move up to 20 pounds. Specific vision abilities required by this job include close vision, peripheral vision, depth perception and the ability to focus.

Work Environment:

There is minimum discomfort from noise in this area. Detailed instructions and procedures to be followed in a potentially hazardous condition (i.e. robbery) are provided to minimize the risk.