



**Renasant Bank is an Equal Opportunity Employer**

**Position:** Treasury Solutions – Inside Sales Officer

**Locations:** Lawrenceville, GA

**Application:** For more information and to apply, please visit [www.renasantbank.com](http://www.renasantbank.com) and select the “Apply Now” and “Careers” link at the top of the page. This Inside Sales Officer position is Job ID 2019-5460.

**Position Summary:**

The Inside Sales Officer is responsible for effectively working and managing the internal lead process for a specific market or geographical area within the treasury management services to existing and prospective clients, either in conjunction with Managers or on an individual basis, achieving deposit and fee income goals and solidifying customer retention efforts by providing a superior level of relationship management and customer service.

Must be a team player, have the ability to work under pressure, have a professional image and be able to resolve problems and conflicts. Must possess strong and advanced business communications skills such as advanced writing, listening, delivering sales proposals, and have basic office and mathematics skills, and customer service skills. Possession of professional skills such as report writing, basic statistics, effective presentation skills and creative skills are required.

**Responsibilities:**

- Support the Inside Sales Manager with sales management, presentations, reports, collateral review and design, product review and enhancements, analysis of markets, portfolios, revenue, profitability, and pricing, and other duties as requested.
- Responsible for the sales of Treasury Management solutions to clients and prospects received through the internal lead process for a specific market or geographical area.
- Maintain up to date and thorough knowledge of cash management sales programs, products and services, as well as applicable federal and state regulatory and compliance requirements.
- Ability to thoroughly assess customer needs and understand customer requirements, translating into sales deliverables across a wide array of cash management products and technologies.

- Detailed functional and technical knowledge of existing and developing cash management services, documentation and Internet technologies.
- In-depth working knowledge of all products, services and programs; with demonstrated sales and business development skills.
- Strong ability to maintain and manage personal composure when confronted with a difficult situation and/or customer, with the ability to provide information, data, advice and solutions, as well as gain trust and respect.
- Excellent listening, verbal, written and business communication skills, delivered in person, via phone or email, including effective questioning strategies, negotiations skills, presentation techniques and training delivery skills; with the ability to read, write, speak and understand English well.
- Demonstrated organizational and time management skills with the ability to effectively multitask, complete assignments and meet deadlines in a timely manner.
- Ability to work independently, under limited direction/supervision, exercising independent judgment, referencing available resources, and demonstrating a high level of accuracy and attention to detail.
- Unquestionable integrity and demonstrated ability to maintain confidentiality in handling sensitive and confidential information required.
- Perform other duties and participate on other projects as assigned.

#### **Qualifications:**

- A high school diploma or equivalent; Bachelor's degree in Finance, Business, or Economics is preferred,
- A minimum of 5 years of experience in banking with treasury product sales or related client support,
- Ability to develop rapport easily with clients, peers, and internal partners,
- Detailed oriented,
- Advanced written and verbal communication skills,
- Strong financial acumen and analytics skills,
- Ability to utilize various systems and software, including but not limited to Microsoft Office products,
- Ability to develop presentations and deliver presentations to groups of various sizes,
- Mathematical skills,
- Customer service skills,
- Ability to work with others as a team,
- Ability to organize and prioritize to achieve goals,
- Ability to resolve questions and issues with little supervision, and
- Ability to understand and apply policies and procedures and federal/state regulations.

#### **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.