

Senior Treasury Sales Officer

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Summary

Responsible for the sale of Treasury Management solutions to new clients and retention of current client relationships. Develop partnership with Bankers to jointly generate and grow profitable business. Senior level sales position responsible for multiple lines of business or industry segments for commercial entities or professional firms with more complex treasury management needs.

Essential Duties, Responsibilities & Accountabilities

- Understand the client's business environments, strategies, and industry to provide the best solution for their situation.
- Identify potential new business opportunities and provide the appropriate solutions.
- Understand the competition's capabilities and gaps to better position Atlantic Capital Bank solutions.
- Promote sales through frequent client meetings and discussions covering new products, market and industry developments.
- Develop strategic sales plan in coordination with Bankers and other colleagues as appropriate.
- Manage sales process to include proposal and implementation.
- Expand existing business and provide feedback to product managers.
- Support the bank's strong relationship banking culture through on-going customer contact, written call reports, quality customer service and superior product knowledge.
- Own a Treasury Services product, assist with product development, identify gaps, manage the relationship if provider by an outside vendor
- Comply with all the Bank's compliance requirements including Bank Secrecy Act, OFAC and USA PATRIOT Act.
- This position may require travel.

* Other duties as assigned.

Skills & Competencies

- Strong communication and presentation skills
- Sound credit judgment
- Excellent selling and negotiation skills
- Proven track record in customer development and retention
- Excellent organizational skills
- Ability to work with all levels of senior management
- Ability to generate ideas and drive development of new business
- Possess strong market expertise
- Excellent strategic planning skills

Qualifications

- **Education:** Bachelor's degree preferably in Finance, Business or Economics. MBA preferred.
- **Experience:**

- Senior TSO - Minimum 7 to 10 years' experience in treasury product sales with demonstrated sales success and consistent goal progression. Minimum of 7 years cash management, sales and relationship management experience with strong working relationships with clients and colleagues.

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