

## **BOREL PRIVATE BANK & TRUST – Business Development Manager**

Borel Private Bank & Trust Company, headquartered in San Mateo, California, is a wealth management firm offering private banking, investment management, and financial planning services to our clients.

Not only is Borel Private Bank & Trust Company the best place to bank, it is also a best place to work, having been voted one of the Best Places to Work in the Bay Area in 2009 for the *sixth year* in a row by the Business Times and Business Journal! An attractive work environment, combined with excellent salary and benefits, makes Borel Private Bank & Trust Company an ideal choice for your banking career.

### **ORGANIZATIONAL UNIT**

Marketing

### **CORPORATE TITLE**

Vice President

### **REPORTING TO**

EVP Marketing and Private Banking

### **RESPONSIBILITIES**

This position is responsible for overseeing a group of Deposit Management Salespeople with the objective of achieving both individual and group goals in generating new core deposit business. This position requires an expertise in private banking as well as short-term money management. It is also important to model exemplary client service behavior, and recognize cross-selling opportunities to Commercial Lending, Residential Mortgage, Trust, and Investment Management in an attempt to create strategic relationships.

### **GENERAL DUTIES AND JOB REQUIREMENTS**

- Provide guidance to the team for the multiple roles of developing and increasing their average deposit volumes to meet assigned targets and cross selling other areas of Bank, while managing their client relationships.
- Serve as a resource to the group in creating new business opportunities, by utilizing a thorough knowledge of the department's product offerings and providing guidance for client proposals that are within the pricing and delivery capabilities of the bank. This includes assisting in developing short-term money management strategies for Bank's Deposit Management clients and prospects. Requires knowledge of deposit products, services and general banking operations as it relates to account management for these opportunities.
- Assist the salespeople with organizational skills, account strategies, and administrative responsibilities to ensure that a high level of customer satisfaction is maintained while adhering to the compliance and profit objectives of the company. Ensure compliance of Federal, State and local laws as well as BPB&TC policies and procedures within the group.
- Partner with Borel Training and Development Committee in developing and coordinating sales training programs to build skills of both current and new salespeople.

- Assist salespeople with client negotiations, closing the sale and developing plans for expanded relationships. Build internal and external relationships through exceptional problem solving, ownership and follow-through. Provide a high level of personalized sales and service support to key client and Strategic Relationships within the Bank. Respond to difficult or complex product and service inquiries from clients, team and business partners.
- Keep the sales team educated about new products, services and other general information that assist in the sales efforts. Stay abreast of competitive activities and identify new ways to meet the challenges presented by competition. Develop programs and efforts to assist the sales team in identifying prospects and attracting and retaining clients. Assist the team with the planning of client events and other networking opportunities.
- Participate with sales group and the Product Development Committee in recognizing client needs and help to develop new product offerings. Coordinate the production of relevant data and reports to assist in the sales process and measure progress.
- Embody, promote and champion core values of Borel Private Bank & Trust Company – relationship, ownership, accuracy and responsiveness (ROAR).

#### **QUALIFICATIONS AND EXPERIENCE**

- Ten plus years experience within a banking organization with heavy emphasis on deposit products and deposit gathering activities. B.S./B.A. required
- Five or more years of management experience.
- Solid knowledge of deposit products and cash management services.
- Excellent formal and informal presentation skills before both small and large groups.
- Coaching/mentoring experience with less senior sales staff.

#### **OTHER**

All Other Duties as Required

For this position, submit your résumé via e-mail to [Humanresources@borel.com](mailto:Humanresources@borel.com). No telephone calls please.

For more information about Borel Private Bank, please visit our website at [www.borel.com](http://www.borel.com). Borel Private Bank & Trust Company is an Equal Opportunity Employer.