Retail Relationship Manager

POSITION DESCRIPTION

Focus on servicing consumer and business customers with the goal of maximizing the profit contribution of each customer by providing solutions that generate additional products/services. The primary focus of the Retail Relationship Manager is the management growth of a portfolio of customers. Become the main point of contact for portfolio customers and is responsible for retention and cross sell of the customer as well as new production on any referred relationships. Deliver an exceptional customer service experience. Fill the role as a trusted financial advisor for customers taking the opportunity to fulfill all of their business, consumer and employee banking needs. Work toward the customer viewing you as their relationship manager, by being able to help them complete confidentiality with regards to personal information.

POSITION REQUIREMENTS

1. Bachelor's degree in business or equivalent professional experience.

2. Two years (RRM) of banking or financial services experience with emphasis in consumer lending and small business banking deposit and loan sales. (Three years – RRM II; Four years – RRM III).

3. SBA lending experience/exposure preferred for RRM. (Two years preferred – RRM II; Two years required – RRM III).

4. One year of portfolio management experience preferred for RRM. (One year required – RRM II; Two years required – RRM III).

5. Life and Health, 6 and 63 Licensing is required.

6. Must be extremely motivated team player.

7. Must have assertive communication skills with a focus for sales.

8. Ability to maintain the confidentiality of customer information.

LOCATION:

BBVA Compass
1955 Geer Road
Turlock, CA 95382

TO APPLY: submit a resume online at - www.bbvacompass.com/careers

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