

<b>Job Title</b>	SVP, Growth and Expansion
<b>Short Description</b>	Summary: The Senior Vice President, Growth and Expansion provides leadership and oversight of Atlanta Postal Credit Union's merger and acquisition (M & A) and market expansion activities that are aligned with branding efforts and corporate strategies and objectives.
<b>Full Description</b>	<p>Purpose: The primary purpose of this position is to assist Atlanta Postal Credit Union to live out our Mission, "To help our members achieve financial success by providing exceptional products and service."</p> <p>Summary: The Senior Vice President, Growth and Expansion provides leadership and oversight of Atlanta Postal Credit Union's merger and acquisition (M &amp; A) and market expansion activities that are aligned with branding efforts and corporate strategies and objectives.</p> <p>Essential Duties and Responsibilities: Other duties may be assigned</p> <ol style="list-style-type: none"> <li>1. Deliver outstanding service to both internal and external members that is in alignment with our Service Promises.</li> <li>2. Develops and maintains productive relationships with various state and local chambers and departments of economic development.</li> <li>3. Demonstrates success in consulting with all levels of management within APCU as well as within potential merger or acquisition target companies; As required, leads implementation teams for completion of M&amp;As.</li> <li>4. Maintains knowledge and awareness of economic trends and conditions that have impact on the financial services industry.</li> <li>5. Keeps APCU executives updated and abreast of major economic development strategies, economic development tax incentives, announcements, etc. that potentially impact population growth in various regions.</li> <li>6. Develops and maintains counterparty relationships with credit unions or banks for potential merger or acquisition activities; Identifies opportunities that represent potential for cost-effective member growth.</li> <li>7. Researches potential relationships and connections with existing organizations, vendors, business partners, select employee groups (SEG) to identify markets that may have potential, and acts upon completion of due diligence.</li> <li>8. Develops and maintains a Merger and Acquisitions (M&amp;A) program with components that can be replicated and uses a base line analysis approach that easily provides fundamental information for data-based decisions.</li> <li>9. Ensures that various and appropriate methods are deployed to analyze and measure the impact, benefit, efficiencies, and cost effectiveness of potential mergers, acquisitions, or other growth strategies.</li> <li>10. Partners with internal subject matter experts (SMEs) to complete projections and proformas, identify potential risks or hurdles, and ensure business continuity and service level continuation for all impacted consumers.</li> <li>11. Maintains confidentiality of proposals, plans, initiatives, or</li> </ol>

negotiations related to APCU/CPCU growth and expansion strategies.

12. Demonstrates a high level of analytical ability and problem-solving skills to solve known problems and identify the propensity for other problems to arise through the implementation phase of mergers, acquisitions, or other growth strategies.

13. As required, provides data and information, or assists in the creation of, risk committee and/or board presentations associated with growth and expansion activities.

14. Demonstrates a general working knowledge of commercial real estate due diligence and acquisition; Works with corporate counsel as needed or appropriate.

15. Consistently communicates a positive and clear message around of the credit union's strategic goals, objectives, delivery of quality member services.

16. Exhibits the ability to work independently and drive for results

17. Complies with all aspects of BSA/AML and OFAC regulations as they relate to this position.

18. Other duties as assigned.

**Supervisory Responsibilities:** Currently has no direct reports, with the possibility of department expansion as the credit union grows or as M&A or growth opportunities are identified. May manage day-to-day task through indirect reporting relationships or through a matrixed management approach.

**Qualification Requirements:** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/pr ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

#### **REQUIRED EDUCATION and/or Experience:**

- A Bachelor's degree in business, finance, marketing, economics, finance, or another related field
- 5 years' relative work experience wherein decisions had significant impact and consequences
- Prior experience in leadership capacity requiring significant strategic, tactical, relationship management, and decision-making skills
- Evidence of progressive management experience within the financial services industry
- The ability for overnight travel up to 50 %; Availability of nights or weekend work hours as required

#### **PREFERRED EDUCATION and/or Experience:**

- Master's degree in a related field of study
- Evidence of progressive management experience in Credit Unions
- Prior experience developing, or a proven track record of contributions to, a successful M & A activity

#### **Physical Job Requirements:**

Must be physically able to operate a variety of automated office machines such as calculator, computer, printer, facsimile, telephone,

copier, etc. Must be able to stand, bend and stoop as needed. Must be able to lift and/or carry weights of 20 to 50 pounds.

**Education** Bachelor's degree required, Masters degree preferred

**Additional Comments**

**Credit Union** Atlanta Postal Credit Union

**State** Georgia

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**Expiration Date** 04/06/2022