

Job Title

Regional Sales Manager - FL, MS, or LA

Short Description

We are seeking an experienced business-to-business sales/relationship manager to handle a territory primarily in Florida, Alabama, Mississippi, Louisiana, Tennessee, and Indiana. This position requires consulting with mid to large-sized credit unions to help them achieve business and strategic objectives through in-person visits and calls. You may expect approximately 80% of your time focused on relationship management and 20% on new sales. This position is responsible for managing a book of business that reflects credit unions' payment-related and digital products and services to their membership that enables the credit union to drive business/revenue, increase member growth and deliver greater member/client satisfaction within its membership. This position is responsible for expanding and retaining mid to large-sized credit unions.

Full Description

We are seeking an experienced business-to-business sales/relationship manager to handle a territory primarily in Florida, Alabama, Mississippi, Louisiana, Tennessee, and Indiana. This position requires consulting with mid to large-sized credit unions to help them achieve business and strategic objectives through in-person visits and calls. You may expect approximately 80% of your time focused on relationship management and 20% on new sales. This position is responsible for managing a book of business that reflects credit unions' payment-related and digital products and services to their membership that enables the credit union to drive business/revenue, increase member growth and deliver greater member/client satisfaction within its membership. This position is responsible for expanding and retaining mid to large-sized credit unions.

We are looking for someone that has knowledge of banking and payment products in the banking/financial industry and has experience selling a large suite of products/services, preferably digital/mobile/technology products to key/large accounts. The person hired should understand file movement, payment processing, and how technology integrates with core processing systems and the federal reserve bank. We need someone with great sales experience, critical thinking skills, professionalism, confidence, eagerness to learn, and excellent written and influential communication skills.

This position requires a minimum of 5 years of experience in financial industry sales and a Bachelor's degree is preferred. Prior experience selling technology products is required. You must be willing to travel at least 70% of the time throughout the U.S, which will consist of predominately day travel with limited overnight stays. This position is compensated with a base salary plus incentives. You may expect the total compensation to be split at approximately 70% base and 30% incentives.

What You Will Love About Us?

Our Company Culture: We offer a friendly and casual environment and encourage innovation, collaboration, continual learning, and

accountability.

Our Mission and Vision: Employment with Corporate One includes being a part of a community dedicated to supporting the cooperative movement upon which credit unions were founded.

Strong Financials and History: Corporate One Federal Credit Union is one of the nation's largest and most progressive corporate credit unions with more than \$5.7 billion in assets and serving more than 750 credit unions nationwide for over 60 years. We offer credit unions a full, innovative menu of payments, investments, and funding services to help credit unions serve their members. Corporate One also owns several credit union service organizations that provide additional solutions for credit unions, including innovative digital (FinTech) solutions. This position has a lot of potentials to impact the future of Corporate One and its member credit unions.

Competitive Compensation & Benefits: Corporate One offers competitive compensation, a generous 401(k) matching contribution, and quality health and ancillary benefits.

Work-Life Balance: Paid Time Off (starting with 4 weeks – pro-rated your first year), 10 paid holidays

Development Opportunities: We provide a full library of online training as well as group and individual training, and coaching, all focused on helping you grow and be successful.

If you want to be a part of our mission of serving credit unions nationwide, apply today.

Corporate One FCU is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity, sexual orientation, national origin, disability, or protected Veteran status.

TO APPLY:

Please apply online at <http://www.corporateone.coop/About-Us/Job-Opportunities.aspx>

Company site: www.corporateone.coop.

Education	Bachelor's Degree preferred
Additional Comments	
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