

Job Title

Regional Sales Executive - FL, MS, LA, AL

Short Description

We are seeking an experienced business-to-business sales/relationship manager to handle a territory primarily in Florida, Mississippi, Alabama, and Louisiana.

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.

Full Description

We are seeking an experienced business-to-business sales/relationship manager to handle a territory primarily in Florida, Mississippi, Alabama, and Louisiana.

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.

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About Corporate One:

We are a leading wholesale financial services provider to more than 700 of America's credit unions. As a trusted and highly respected investment, funding, and payment solutions partner to credit unions for more than 70 years, Corporate One has developed innovative solutions for credit unions throughout our history. We, along with our subsidiary companies (CUSOs), Lucro Commercial Solutions, Accolade Investment Advisory and Sherpa Technologies are committed to our member credit unions and their mission to help their communities thrive.

Why Should You Apply?

Employment with Corporate One includes being part of a collaborative environment where every individual is part of a team, making a difference to credit unions and the communities they serve. We are dedicated to improving the financial lives of others. You'll enjoy a friendly and casual work environment where personal autonomy, self-initiative, innovative thinking, and continuous learning are highly valued. We are proud to have an average tenure of 10 years!

We are proud to offer:

- **Organizational Strengths:** Corporate One Federal Credit Union is one of the nation's largest and most progressive corporate credit unions with more than \$5.9 billion in assets and an average staff tenure of 10+ years.
- **Competitive Compensation & Benefits:** Corporate One offers competitive compensation, a generous 401(k) matching contribution, and quality health and ancillary benefits.
- **Work Life Balance:** Generous PTO (Paid Time Off) starting with 4 weeks/year and 11 paid holidays.
- **Learning and Development:** We provide a full library of online training as well as group and individual training, and coaching, all focused toward helping you grow and be successful.

• Additional Benefits Too Cool to Not Mention: Ongoing special events throughout the year, flexible dress code, computer set up provided, tuition reimbursement, wellness program, gym membership reimbursement and more!

Corporate One Federal Credit Union is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, disability, age, or veteran status.

As the financial landscape continues to evolve, so do we. That is why it is an exciting time to join our team! Please visit our website to learn more at www.corporateone.coop

Education	Bachelor's Degree or equivalent relevant experience
Additional Comments	
Credit Union	Corporate One Federal Credit Union
State	Florida
Contact Name	Heather Brown
Email	hbrown@corporateone.coop
Phone	614-825-9276
Fax	
Expiration Date	10/26/2022