

Job Title	Regional Sales Executive
Short Description	<p>Are you ready to make a significant impact in the financial industry? We are on the lookout for an experienced and dynamic Business-to-Business Sales/Relationship Executive to join our team. Your primary focus will be on handling a territory spanning primarily in Florida, with responsibilities that extend across multiple states. In this role, you will engage in consultative interactions with primarily mid-sized credit unions, understanding their business and strategic objectives and aligning our payment-related and digital products to their needs through in-person visits and calls.</p> <p>By dedicating approximately 80% of your time to relationship management and 20% to new sales, you will contribute to the credit union’s success, by helping them drive business/revenue, foster member growth, and deliver unparalleled member/client satisfaction through our products and services.</p> <p>We are seeking an individual with a profound understanding of banking and payment products in the financial industry, coupled with experience selling a comprehensive suite of products/services, particularly in digital/mobile/technology. Your expertise should extend to file movement, payment processing, and the integration of technology with core processing systems and the Federal Reserve Bank. As a candidate, you should bring forth a proven track record of successful sales, coupled with critical thinking skills, professionalism, confidence, a thirst for knowledge, and excellent written and influential communication skills.</p> <p>Be prepared to travel approximately 50% to 70% of your time traveling throughout the U.S., primarily during the day with limited overnight stays. This position offers a competitive compensation package, including a base salary plus incentives, with a split of approximately 70% base and 30% incentives for a total annual compensation of approximately \$150,000.</p> <p>Join us in unlocking your potential and shaping the future of the financial industry!</p>
Full Description	<p>Are you ready to make a significant impact in the financial industry? We are on the lookout for an experienced and dynamic Business-to-Business Sales/Relationship Executive to join our team. Your primary focus will be on handling a territory spanning primarily in Florida, with responsibilities that extend across multiple states. In this role, you will engage in consultative interactions with primarily mid-sized credit unions, understanding their business and strategic objectives and aligning our payment-related and digital products to their needs through in-person visits and calls.</p> <p>By dedicating approximately 80% of your time to</p>

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Preferred Qualifications:

- Bachelor's degree in business administration or related field or equivalent combination of education and experience.
- Minimum of 5 years of experience in financial industry sales.
- Experience with selling to credit unions and technology products is a plus.
- Strong selling and relationship-building skills are required.
- A professional, confident leader capable of earning respect from business leaders, C-Suite, and stakeholders.
- Collaborative and participative management style.
- Excellent written, oral, and influential communication skills.
- Strong creative problem-solving skills with a keen attention to detail.
- Knowledge of correspondent banking and payment products is a plus.
- Finance analytical skills and knowledge of the credit union industry are preferred.
- Experience with Salesforce is preferred.

We are looking for someone that may have held the following positions below:

Territory Sales Manager
Regional Sales Manager

Regional Sales Executive
Sales, Digital Payments
Sales, Real-time Payments
Sales, FedNow

Account Manager
Sales Representative
Sales Executive
Outside Sales

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 and Accolade Investment Advisory 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, pet insurance, 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 <https://www.corporateone.coop/>.

Education	Bachelor's Degree
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	05/31/2024