

Job Title	Business Development Representative - Delta Community Credit Union
Short Description	<p>The Business Development Representative position will help execute targeted select employee group (SEG) strategies to increase member growth and services per household through year-round corporate and employee relationship activities. They will possess a knowledge base of business development and sales techniques. This role is integral to incorporating cross-selling opportunities of Delta Community product and services to retain existing and generate new member growth for the credit union. They will promote financial wellness to corporate partners and manage the logistics of cross-divisional financial education workshops. The efficient use of internal software platforms (CRM and Business Intelligence) will help convey the bottom line contribution of corporate employee memberships within our footprint.</p>
Full Description	<p>Essential Functions:</p> <ul style="list-style-type: none"> • Manage a SEG account portfolio to increase deposit and loan revenue by cross-selling memberships to corporate partners. • Increase usage of credit union products and services with current membership base. • Annually revise and implement short, and long-term business strategies to deepen corporate and chamber relationships. • Coordinate and conduct financial education workshops, SEG benefit fairs, member sign-ups, lunch & learn seminars and other presentations as necessary. • Possess the ability and willingness to work an alternate schedule on dates where there are evening and weekend events scheduled. • Possess willingness to travel to different Delta Community locations throughout the greater metro Atlanta area almost daily (with eligibility for mileage reimbursement under the Credit Union's standard policy). • Provide Business Development VP with analytics and metrics-based reporting using Business Intelligence data warehouse to demonstrate account engagement progress. • Utilize CRM program to identify, cultivate and strengthen memberships throughout the sales lifecycle. • Maintain program budget for CC39 with Business Development VP. • Interface with cross-functional business units to produce and deliver collateral material and quality product and services (Branch Delivery, Marketing, Personal Deposit Services, etc.). • Collaborate with local Branch Manager(s) to execute Business Development strategy. • Must be able to lift up to 50 pounds. <p>Position may offer work from home opportunities, pending specific performance and departmental needs.</p>
Education	Bachelor's Degree in Business, Management, Finance, Marketing, Communications or related field of study.
Additional Comments	<p>Required Minimum Qualifications:</p> <ul style="list-style-type: none"> • Bachelor's Degree in Business, Management, Finance, Marketing,

Communications, or related field of study.

- 3+ years' of experience in sales, account management, or related field of study.

- Proficiency in Microsoft applications and contact management software program.

- Applies knowledge of credit union systems, policies and procedures.

- Complies with all Credit Union policies and procedures including those related to Bank Secrecy Act regulations.

Preferred Qualifications:

- Master's Degree in Business, Non-Profit Management, Finance, Communications or related field of study.

- Contact management software program proficiency.

- Experience in credit union or financial services industry.

Credit Union	Delta Comunity Credit Union
State	Georgia
Contact Name	Leatrice Baldwin
Email	leatrice.baldwin@deltacommunitycu.com
Phone	470-532-6171
Fax	
Expiration Date	05/03/2022