

<b>Job Title</b>	Business Development Specialist
<b>Short Description</b>	The Business Development Specialist (BDS) is responsible sales and relationship development to drive FSCU's strategic membership and sales growth goals in Georgia and Alabama. In conjunction with other team members in the Marketing & Business Development department, the BDS manages and develops the CU's relationship with companies and communities. The BDS coordinates events and promotions at CU branches, companies, communities, schools and other strategic locations within designated territories and maintains accurate reports and records of relationships.
<b>Full Description</b>	<p>Job Responsibilities:</p> <ul style="list-style-type: none"> <li>• Coordinate and attend CU related events</li> <li>• Implement and oversee employee volunteerism program</li> <li>• Coordinate, host and attend various community and SEG relation events throughout the year.</li> <li>• Evaluate corporate relationship and implement a strategy to develop relationships in order to obtain sales goals.</li> <li>• Become involved in events and organizations that maximize the CU's presence in the community.</li> <li>• Capture new corporate partnerships while nurturing existing business relationships.</li> <li>• Develop and execute on-site presentations and client workshops to promote CU membership and financial education.</li> <li>• Maintain detailed documentation of all business development and CU events and partnerships.</li> <li>• Continuously research the business environment for emerging trends, best practices and opportunities.</li> <li>• Work with branches to execute internal marketing campaigns.</li> <li>• May perform other duties including special projects as assigned.</li> </ul> <p>Necessary Experience and Qualifications</p> <ul style="list-style-type: none"> <li>• A Bachelor's degree in Marketing, Business Administration, Communications, Public Relations or related field, or 3+ years equivalent combination of education and experience required.</li> <li>• Broad knowledge of, and practical experience with, credit union or other financial institution operating areas, functions, products and services a plus.</li> <li>• Proficient in Microsoft Officer products such as Word, Excel and Outlook</li> <li>• Proficient in Adobe products such as InDesign, Photoshop, etc.</li> <li>• Proficient in CRM software.</li> <li>• Well organized, efficient, self-starter able to work independently.</li> </ul> <p>Detail-oriented, in order to generate accurate and precise work.</p> <ul style="list-style-type: none"> <li>• Excellent oral and written communication skills.</li> <li>• Capable of attending evening and weekend events.</li> <li>• Posses an outgoing and friendly personality.</li> <li>• Display firm punctuality.</li> <li>• Prior sales or development experience a plus.</li> <li>• Adaptability and ability to work under stress.</li> </ul>
<b>Education</b>	Bachelor's Degree in Marketing, Business Admin, Communications, PR or related field

**Additional Comments****Credit Union** Family Savings Credit Union**State** Alabama**Contact Name** Jessica Brown**Email** jbrown@familysavingscu.com**Phone** 256-613-3693**Fax****Expiration Date** 06/17/2022