



Buckeye State Bank is an **employee-owned, member-centric** community bank, creating Raving Fans through the exceptional service. With our exciting growth and expansion, we are looking for qualified, energetic team members to implement and achieve our Vision of The Bank of Tomorrow.

Due to our successful growth, BSB is seeking a qualified **Business Banker**. The Business Banker is responsible for business development and managing portfolios comprised of deposits and commercial loans for small businesses. This position is responsible for generating a business clientele, expanding revenues from existing clients through account additions and other services. This position requires an annual production of Commercial Loans in a range of \$6M to \$12 Million. The Business Banker is assigned to a specific branch location and should be well connected in the market they are located. The individual reports directly to a Commercial Team Lead in the Commercial Banking Division. The Business Banker must also be knowledgeable in all related BSA/AML and CIP customer requirements/rules. Complies fully with all applicable laws and regulations, as well as Bank policies.

Responsibilities of the Business Banker:

- Initiate proactive business development activities to increase business sales by expanding existing business relationships and identifying new prospects
- Act as the personal relationship manager for your business clients while you grow your portfolio of business customers.
- Provide a variety of sales and service related functions to meet the business and personal banking needs of your clients.
- Conduct effective meetings to identify financial needs, and recommend appropriate solutions
- Assess the financial needs and credit risk of current and prospective business customers
- Generate new deposits, loans and checking accounts by recommending bank products that will benefit business clients.
- Engage with the small business community to prospect sales, increase referrals and build the brand image of the bank.
- Other duties as assigned*

Requirements for the Business Banker position:

- Bachelor's degree in business, finance, accounting or other related fields
- 5 years of experience in banking with preferred experience in business banking
- Small Business Administration (SBA) lending knowledge
- Proficient in using Microsoft Office Applications (Word, Excel)

BSB offers competitive compensation, as well as incentives and a benefit package, including:

- ✓ Standard Paid time off!
- ✓ Your Birthday off as well as two floating holidays!
- ✓ Retirement - 401k!
- ✓ ***You will be a member of the Employee Stock Ownership Plan!!***
- ✓ Health Insurance with Vision and Dental!!
- ✓ Life Insurance!
- ✓ Disability Insurance!

If you are you looking for an exciting and rewarding challenge –Join the BSB Team! Interested? Email a copy of your resume to Hrdepartment@JoinBSB.com. **Buckeye State Bank** is an equal opportunity employer.

Main Office
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