



## Market Manager

Buckeye State Bank is an employee-owned, member-centric community bank, creating Raving Fans through the exceptional service we provide for them. 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.

BSB is seeking a qualified, experienced **Market Manager** for our Chillicothe, Ohio market. The Market Manager is a leadership role in the management and public relations efforts for the Ross county region. This position is responsible for overall success of all the Retail outlets in the market, which includes meeting your financial and service targets. You are responsible for maintaining standards - including all Buckeye State Bank practices and procedures, maximizing margin potential and identifying and implementing new products and service offers while maintaining the highest level of service.

### Key Responsibilities:

- ❖ Meet or exceed volume/production and profitability goals for the assigned market by business development and managing lending staff within the assigned market.
- ❖ Direct and oversee the production activities of the staff in the market.
- ❖ Leads implementation of the market's marketing programs to support market strategies and initiatives.
- ❖ Business development of loans and Bank product and services referrals to other lines of business
- ❖ Serve on various Bank committees.
- ❖ Provide excellent customer service to existing and potential clients and internal stakeholders.
- ❖ Create an enjoyable customer experience which exceeds customary standards and service levels.
- ❖ Responsible for staff hiring, development, coaching, performance management, recognition, and disciplinary actions.
- ❖ Ability to manage a budget, analyze and interpret business financial statements.
- ❖ Seamless customer journey through training, developing, and leading by example.
- ❖ Based on the location within a market, may be responsible for maintaining an active NMLS license by completing all training and annual renewal requirements as required
- ❖ Responsible for liaising with Marketing and Sales to initiate and implement promotions and events within the market.
- ❖ Maintain an overall 95% client satisfaction rating.

### Education and Experience for Success:

- ❖ 3+ years of banking experience in a supervisory role
- ❖ 2+ years of retail sales and customer service experience
- ❖ Knowledge of business development loans and other bank products
- ❖ Valid driver's license with reliable transportation
- ❖ Current NMLS license
- ❖ Bachelor's degree in business development, finance or related fields preferred but not required

**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!

**Job Type:** Full-time

**Benefits:**

- ❖ 401(k) matching
- ❖ Dental insurance
- ❖ Flexible spending account
- ❖ Health insurance
- ❖ Health savings account
- ❖ Life insurance
- ❖ Paid time off
- ❖ Vision insurance

**Schedule:**

- ❖ 8-hour shift
- ❖ Day shift

**Work Location:** In person

**If you are looking for an exciting and rewarding challenge – Join the *BUCKEYE STATE BANK Team!*** Interested?  
Please email [hrdepartment@JoinBSB.com](mailto:hrdepartment@JoinBSB.com) with a copy of your resume.

**Buckeye State Bank** is an equal opportunity employer.

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