



Title: Treasury Management Sales Consultant

Location: New York Region

Overview:

Responsible for generating revenue through the sales of Treasury Management services to bank prospects and clients. Interact with business partners and external sources to identify new sales opportunities. Achieve product sales revenue expectations and profitability, while meeting all compliance/risk management requirements. Conduct training for internal partners as well as external industry groups, centers of influence and clients as needed.

Duties and Responsibilities:

- Complete Treasury Management sales utilizing the bank sales model and best practices.
- Maintain up to date knowledge of industry and competition.
- Promote bank through industry presentations and events.
- Work with other departments to identify sales opportunities and promote revenue generation.
- Attend all business partner meetings and events to promote sales.
- Ensure all activities meet compliance and regulatory requirements.

Skills and Specifications:

- Strong knowledge of accounting principles.
- Ability to manage and speak well with others.
- High-level proficiency in Ms Office suite.

Education and Qualifications:

- AAP and CTP certification preferred.
- Minimum 3-5 years experience in treasury management sales or other directly related experience.
- Comprehensive knowledge of treasury management systems, procedures, practices, analysis and design.
- Bachelor's Degree in Accounting, Finance, or General Business and/or equivalent training & experience.
- Superior financial and business acumen.
- Excellent communication skills, both verbal and written.
- Superior problem solving ability which may involve the need for creative thinking.

Contact: Monica Crawford, Executive Recruiter at East West Bank monica.crawford@eastwestbank.com