



In your best interest.

# QUAINT OAK BANK

## Business Development Officer

### Quaint Oak Bank is hiring an experienced Business Development Officer

Join a growing organization that offers excellent opportunities for career growth, a team atmosphere and a competitive benefits package.

**Position Summary:** Our rapidly growing company is looking for a motivated Business Development Officer to develop and implement growth strategies for the achievement of revenue goals. Candidates should have the right blend of analytical talent, sales skills and business know-how. Successful applicants must have their own resources to generate new opportunities for the Bank and its Subsidiary Companies. Candidates must have strong communication skills as providing exceptional customer service is paramount.

#### Duties and Responsibilities:

- Develop and carry out a targeted marketing plan, centered around acquiring new customers and building the Company's brand in the marketplace
- Acquire new customers
- Identify new opportunities with existing customers in an effort to expand the relationship
- Ability to cross-sell products and services offered across all the Company's business lines
- Develop and maintain business relationships with multiple referral sources and centers of influence
- Identify and capitalize on new business opportunities
- Knowledge and thorough understanding of all Bank products and services
- General knowledge of commercial lending, residential mortgage lending, home equity lending, and insurance products

#### Additional Duties

- Maintain knowledge of industry trends, products and technology
- Participate in community events and/or Company functions as a means of networking
- Represent Quaint Oak professionally at all times

#### Required Qualifications:

- Goal oriented
- Exceptional relationship management skills
- 3+ years of Banking experience
- 5 years of outside sales experience
- Excellent time management and organizational skills
- Works well in a team environment

Quaint Oak Bank [and/or its subsidiaries] is an equal opportunity employer and does not discriminate against otherwise qualified applicants on the basis of race, color, creed, religion, ancestry, citizenship status, age, sex, sexual orientation, marital status, national origin, disability or handicap, or veteran status.

