



## **Commercial Banking Officer**

Deep Roots, Home Grown, Still Growing... We're Hiring! First Southern Bank is rapidly expanding our community banking footprint. Our mission is to deliver valuable and tailored solutions to our broad family of customers in an environment of approachability and excellence. We are looking for a team member who is focused on delivering passionate and consistent excellence, being a great team player, and embracing a diversity of ideas.

First Southern Bank is looking for a Commercial Banking Officer to join our team in Bronson! The Commercial Banking Officer will be responsible for the management of daily branch operations, promoting products & services focusing on deposit and loan relationships with small businesses and business professionals, and training branch staff to maintain quality and service standards.

### **Responsibilities:**

- Responsible for operational functions and procedures for the branch, including daily branch opening, closing, customer service, and transaction processing
- Supervise, train, direct, and coach branch associates with regards to sales and operational activities. Conduct annual performance reviews
- Develop and grow relationships with current and prospective small businesses & business professionals
- Responsible for small business and consumer lending; management of customers through the loan process from origination to closing
- Drive new deposit development efforts for branch market
- Be proactive in outside sales calls, developing referral sources, and community engagement
- Ensure staff understands and keeps current with respect to all bank policies, procedures to maintain required security, and all compliance requirements
- Maintain a positive working relationship with customers, bank staff, local professionals, and community organizations
- Maintain the highest level of confidentiality related to the bank, customers, board members and bank associate information

### **Requirements:**

- Bachelor's degree in business, finance, accounting, or related field or equivalent experience
- 5+ years of retail banking and consumer and/or commercial lending experience; minimum 2 years of supervisory experience
- Ability to self-motivate – internal drive to achieve, produce, and develop
- Strong leadership, communication, and interpersonal skills; effectively and directly both verbally and in writing
- Proven ability to prioritize competing demands
- Ability to operate in a team environment to accomplish shared goals