

******* Job Description *******

The Business Development Officer (BDO), located in Ventura, is a calling officer, preferred banking experience, who is responsible for developing new profitable business for the Bank and referral business for all areas of the Bank. Banking and leasing experience preferred. BDO's are product specialists on specific bank products but will work as part of a Regional Team to bring in other specialists when appropriate. Responsibilities will require that the BDO will spend a majority of his/her time, including preparation time and tracking, with outside calling, focusing on new business prospects. The BDO may briefly maintain a small transitional portfolio of customers with the goal of handing these relationships off to the appropriate Relationship Managers within the Bank. They may also assist relationship managers in sales opportunities that may exist with existing relationships at the bank.

The BDO must possess exceptional Product Knowledge of all products throughout the Bank and be able to identify customer needs for referral to other sales partners within the sales division. Additionally, the BDO must use good judgment and independent decision making in balancing the servicing of the customer and the Bank's profitability and security. They must professionally represent the Bank at all times and participate in community activities.