

Location of Position:

1515 N. Courthouse Road, Suite 800, Arlington, VA 22201

Open Position:

Business Development Advisor (Inside Sales)

Reports to:

Manager, Inside Sales

Background:

Promontory Interfinancial Network, LLC was founded by leading figures in the banking industry to provide financial institutions with profit-enhancing solutions. Its founders envisioned a network, comprised of thousands of institutions, whose "synthetic size" would help individual members to compete more efficiently. Today, that network includes more than 1,800 member institutions nationwide that use its services — CDARS® and INDSM — to offer depositors up to \$50 million in FDIC insurance to attract, grow, and retain customer relationships, reduce collateralization costs, increase net interest margins, and obtain wholesale funding.

Job Results/Duties:

- Responsible for meeting sales goals
- Manages book of business
- Coordinates and delivers new customer training and support
- Identifies and stays in regular communication with sales champions within customers' institutions
- Introduces marketing materials to customers and helps customers find creative ways to market Promontory services
- Consults with balance sheet management decision-makers (e.g., presidents and CFOs) at banks as to how Promontory's services can be used as a liquidity management tool
- Makes consultative sales phone calls to customers on a regular rotational basis, including customers who are not actively placing funds into CDARS
- Conducts the majority of client interactions telephonically, e-mail and through web-based sessions
- Updates customer relationship management software in a timely and regular basis
- Works closely with Territory Team to identify ways to increase sales

Requirements:

- Education: Bachelor's Degree or equivalent experience. A plus if individual has a business, finance or accounting degree
- Experience: Individual would possess (or have demonstrated the equivalent) of three years of consultative sales experience in a professional services company. Preferably selling to financial institutions

- Abilities:
 - Excellent consultative sales ability
 - Outstanding interpersonal skills
 - Must be driven, passionate and enthusiastic
 - A team player in order to be part of a team of individuals, sharing in different responsibilities, but all working toward the same goal of client revenue growth
 - Ability to learn banking/financial concepts and new financial service offerings
 - Excellent verbal and written communication skills
 - Ideal if individual also has a keen understanding of banking culture, terminology and processes

- Technical Skills: Microsoft Office Suite

Application:

There are three ways to apply:

- E-mail–careers@promnetwork.com (subject line note ISD BDA)
- Fax–703-292-3330
- Mail–Promontory Interfinancial Network, Attn: HR, 1515 North Courthouse Road, Arlington, Virginia 22201

Employee Benefits:

We have a professional employer relationship with Ambrose Employer Group who is a leading benefits and payroll provider. This partnership affords us the ability to offer benefits comparable to larger companies.

The majority of our health premium costs are company-paid, including domestic partner health benefits. For more detailed information visit the *Benefit Information* link on our web site.

Promontory Interfinancial Network, LLC is an Equal Opportunity Employer and does not discriminate on the basis of race, color national origin, sex, religion, age, veteran status or disability in employment of the provision of services