

Sr Small Business Specialist - Exton

Job Description

Sovereign Bank is seeking sales-driven, customer service-oriented individuals who are responsible for the expansion of existing business relationships and the development of new business.

**WHAT YOU WILL DO:**

- Manages a portfolio of Business Clients to grow and maintain revenue, provide personalized service and effectively cross-sell
- Identify and provide the appropriate financial solutions which lead to maximum retention rates, growth and profitability
- Opens new accounts, takes loan applications, closes loans and provides customer service to existing business clients
- Thoroughly assess need; effectively draw from the full spectrum of Sovereign's business products and services to produce total integrated financial solutions for the client
- Majority of time spent calling on existing and prospective business clients to develop new business and to retain or expand existing business

**Sovereign Bank Team Members receive:**

- Competitive Pay
- Medical, Dental and Vision Plans
- 401(k)
- Incentive Bonus Programs.

**\* WHEN SEARCHING OR APPLYING TO THIS JOB, PLEASE REFERENCE JOB ID #: 39541**

Job Requirements

**WHO WE ARE LOOKING FOR:**

- Bachelors Degree preferred or equivalent work experience
- Series 6 & 63 license desirable
- 3-5 years sales and relationship management experience involving small businesses or small business owners necessary
- Financial services industry desirable
- Effective verbal and written communication skills; strong organizational and time management skills
- Excellent sales, cold calling, service and relationship management skills
- Ability to effectively identify, respond and resolve the diverse needs of the customer

**ABOUT SOVEREIGN:**

**Sovereign Bank**, a subsidiary of Banco Santander, S.A., is a financial institution with principal markets in the northeastern United States. Sovereign has more than 750 branches, over 2,300 ATMs and approximately 9,700 team members. Sovereign offers a broad array of financial services and products including retail banking, business and corporate banking, cash management and capital markets. Banco Santander, S.A. is an international financial services company based in Madrid, Spain, and is one of the five largest banks in the world by profit.

For more information on Sovereign Bank, visit <http://www.sovereignbank.com> or call 877-SOV-BANK. For additional information on Santander, visit <http://www.santander.com>.

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