Client Relationship Consultant

Job Description

Client Relationship Consultants build relationships with customers by meeting face to face and engaging them when and where they need to provide the best possible counsel. Strong client relationships are based on trust, assessing and attending to customers' banking needs, obtaining and processing customer and account information, educating clients on available deposit and loan products and services, and recommending financial solutions based on each customer's unique goals and needs. They are also responsible for originating and closing consumer loans, opening accounts, and opening and/or closing the branch.

This position requires National Mortgage Licensing System (NMLS) registration under the terms of the S.A.F.E. Act of 2008 and Regulation Z. You will be subject to the required registration process, which includes a criminal background and credit check. Failure to meet or maintain any of the NMLS registration requirements, including maintaining a satisfactory criminal and credit record, may result in a rescission of your offer or termination of employment.

Preferred Skills/Experience

- Proven ability to build and foster relationships with clients through proactive outreach and follow up
- Ability to effectively engage and communicate with clients
- Basic knowledge of retail product philosophy, policy, procedures, documentation and systems
- Basic knowledge of all retail products and services
- Proven customer service and interpersonal skills
- Effective selling and referral skills
- Strong mathematical, problem-solving and negotiation skills
- Strong verbal and written communication skills
- Experience in the financial services industry preferred

If interested call Tom Myrin the branch manager for details at 262-723-2100.