



Business Development Officer

Continental Bank is an FDIC insured commercial bank specializing in equipment finance based in downtown Salt Lake City. A career in banking is a very unique opportunity because your point of contact is with the highest level of leadership (often the owner) within our customer's organizations. You will be amazed with the broad perspective banking imparts to your understanding of how businesses work and how that perspective can create future opportunity for your career.

Your goal will be to find, develop and maintain relationships with small and medium-sized businesses throughout the nation. Through a proactive direct marketing campaign, you will build rapport with your customers and identifying ways to use equipment financing to help them grow their businesses. In effect, you will become a business liaison to business owners and CFOs that can turn into lifelong friendships.

What you will be doing:

- Understand client needs and help them understand how our financial offerings help them grow
- Working with our company's leadership to create vision beyond today's standard practices
- Think outside the box to come up with new ways of finding and doing business
- Make fast and accurate financial calculations to provide customers with loan and lease proposals
- Create and meticulously maintain a book of repeat client business
- Connect with customers after sales to gain insight into better ways to improve service and relationship

Here's what you will need to know/have:

- 2-5 years of financial B2B sales experience, preferably in equipment finance
- Ability to listen, learn, and turn the challenges of today's competitive business culture into opportunity
- A hungry, hardworking, reliable attitude; a sense of urgency; ambition to succeed
- Knowledge of, experience with, or interest in heavy-duty commercial industrial equipment
- Competent with time value of money financial calculations and loan/lease structures
- College degree in business-related major preferred
- Existing clientele in Construction, Trucking, Manufacturing or other equipment intensive industry of great value

Benefits:

- Learn from highly experienced professionals
- Competitive salary and 401k with contributions
- Employee profit-sharing plan options
- Paid medical, dental, and disability insurance
- HSA program, vision, voluntary life, and AD&D
- Free breakfast everyday
- Tuition reimbursement options