



Business Development Associate – Newport Beach, California – Part-Time

Genesis Bank is seeking highly motivated and entrepreneurial individuals to generate new business opportunities for the Bank's various business lines through outbound calling (both cold and warm calls), emails, and bank-approved networking activities. The ideal candidate should have previous experience identifying and developing leads and meeting sales quotas, and will value the opportunity to develop their career in an entrepreneurial work environment. The position is located in Newport Beach, California and may require occasional travel throughout the Bank's Southern California target market areas of Orange, Los Angeles, Riverside, and San Bernardino counties.

Essential Duties and Responsibilities

- Initiates lead generation and business prospecting via outbound calling efforts.
- Presents the Bank to prospects.
- Qualifies leads.
- Creates and nurtures business relationships.
- Collaborates closely with the Bank's various business lines and departments.
- Structures introductions for banking relationships.
- Manages database system in Salesforce.
- Reports to business line leaders regularly (weekly/monthly/quarterly) on sales results.
- Stay up-to-date with the Bank's new products/solutions and pricing.
- Performs other duties as assigned.

Qualifications & Expectations

- This role will be a part-time position requiring in-office work daily (Monday-Friday) and will work approximately 20-30 hours per week. The candidate, depending on experience, may be considered for full-time work, or the role, depending on performance, may be eligible to convert to a full-time position.
- High School Degree, or equivalent combination of education and work experience will be considered.
- Must be at least 18 years old to apply.
- Must be authorized to work in the United States.
- Understanding of sales performance metrics.
- Track record of achieving sales quotas is preferred.
- Previous experience utilizing CRM system (e.g. Salesforce) is preferred.
- Commitment to outstanding client service.
- Strong interpersonal skills.
- Excellent verbal and written communication skills.
- Bilingual proficiency in English and Spanish, Vietnamese, or other languages spoken in the Bank's target market areas preferred.
- Proficiency with Microsoft Office Suite.



- Ability to routinely participate in Bank required training (hosted or self-directed), and pass with satisfactory scores, tests or assessments associated with such training.

Pay

\$17.00 - \$20.00 per hour

Equal Employment Opportunity

Genesis Bank is an Equal Opportunity employer. We are committed to providing equal employment opportunities to all employees and applicants without regard to race, religious creed, color, sex (including pregnancy, breast feeding and related medical conditions), gender, gender identity, gender expression, sexual orientation, national origin, ancestry, citizenship status, military and veteran status, marital status, age, protected medical condition, genetic information, physical disability, mental disability, or any other protected status in accordance with all applicable federal, state and local laws.

All offers for employment with Genesis Bank are contingent upon the candidate having successfully completed a criminal background check. Genesis Bank will consider qualified candidates consistent with the requirements of applicable local, state and Federal law, including Section 19 of the Federal Deposit Insurance Act.

Instructions for Applicants

Thank you for your interest in working with Genesis Bank! If you would like to apply for this position, please email info@mygenesisbank.com a copy of your resume and the days and times you would regularly be available to work. Please note that typical business hours are Monday through Friday, between 8:00 a.m. and 6:00 p.m., and occasional weekend and/or evening hours may be required for business development events.