



## Commercial Banking Sales Trainee

Pay \$20.00 per hour

3- 6 Months Temporary Trainee Program

Location: Newport Beach, CA

**Why Genesis Bank:** We are growing! Genesis Bank is a California commercial bank organized by a group of highly experienced, successful bankers and business professionals. Building on their proven track record of leadership and achievement, including previously guiding Opus Bank through significant growth and strategic milestones, the executive team brings deep expertise and a history of delivering exceptional results.

Genesis Bank Commercial Banking Training Program is designed to give you hands-on experience in the banking industry while building a solid foundation in financial services. As someone with an education or experience in finance, this is an excellent way to apply what you have learned to real-world scenarios while working directly with clients, understanding client prospecting, credit analysis, lending, and risk management.

**Practical, Real-World Experience** - You are not just studying theory, you are working inside an actual bank, learning how decisions are made, and gaining exposure to commercial lending, treasury and cash services, and relationship management.

**Earn While You Learn** - You will receive competitive pay while being trained. This means you are building your career and financial stability at the same time.

**Career Advancement After Successful Trainee Completion** – May lead to roles like Business Development Associate and Business Development Officer - positions that are highly valued and well-compensated in the financial sector. Our comprehensive health, dental, and vision benefits for eligible employees are available on your first day after completing the trainee program and being offered a full-time role with the Bank. We also offer gym access. Located in beautiful Newport Beach across from John Wayne Airport.

### Here Is What You Will Be Learning:

- How we focus on serving the banking needs of small to mid-sized businesses, their owners, business professionals, and owners and investors of income-producing properties (including multi-family and commercial real estate).
- You will learn about our products, services, and solutions including traditional commercial business, Small Business Administration (SBA), income property, and owner-occupied commercial real estate loan and deposit products, as well as treasury management services and solutions.
- You will learn about how we provide fiduciary banking, escrow, and section 1031 exchange services to serve the banking needs of our clients.
- Learn about the bank's various business lines and credit/lending options.
- Learn about business solutions for clients including checking, savings, money market account, and a variety of the Banks' specialty business segments.
- How to create and nurture business relationships.

Once you have mastered the basics you will use lead generations to make outbound calls to potential commercial clients.

### Qualifications

- Associate or bachelor's degree with a concentration in finance, business, economics, or equivalent working experience.
- Demonstrated leadership potential through internships, campus involvement, or projects.
- Strong analytical and quantitative skills.
- Excellent presentation, verbal, interpersonal abilities, and written communication skills.



- Strong computer skills, including MS Office Suite
- High energy, results-oriented and works well in a team environment.

#### **Expectations**

- Demonstrate ambition and a proactive approach to learning and career growth.
- Build strong relationships and deliver exceptional service to clients.
- Thrive in a dynamic environment and embrace continuous development.
- Meet and exceed goals related to client acquisition and service excellence.
- Commit to completing structured training and applying knowledge to real-world banking scenarios.

#### **INSTRUCTIONS FOR APPLICANTS**

Thank you for your interest in working with Genesis Bank! If you would like to apply for this position, please email [kwiesinger@mygenesisbank.com](mailto:kwiesinger@mygenesisbank.com) a copy of your resume.

#### **EQUAL OPPORTUNITY EMPLOYMENT**

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.

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