Branch Manager: VantageSouth Bank has a full-time, exempt, position working in Salisbury, NC. The ideal candidate is responsible for leading a branch banking sales force that pro-actively retains, expands, and acquires new business. Leads and coaches branch sales and service teams in the proper behaviors, sales techniques, service expectations and compliance guidelines while modeling the same.

ESSENTIAL FUNCTIONS:

- Interacts with existing and potential customers in person and via phone to maintain and enhance current relationships and to build new banking relationships.
- Maintains a current knowledge of Bank products and services as well as their features and benefits in order to teach, coach, and motivate a robust sales and service process in the branch banking environment.
- Promotes, recommends, and opens deposit and loan accounts in accordance with the Bank's sales and service philosophy, regulatory policies and procedures, and operational guidelines for accuracy and completeness. Directs others in deposit and lending account opening activities to ensure prompt and courteous service.
- Recommends products and services suitable for prospects and clients based on their objectives and needs. Makes introductions to specialists, when appropriate.
- Coaches branch team to consistently deliver customer-centric and reliable service based on the overall objectives of growing, enhancing, and retaining customer relationships and ensuring profitability.
- Makes referrals and participates in joint sales calls with product partners for ancillary product sales.
- Represents bank in business development efforts, and at civic and community functions (determined by market).
- Generates sales leads through community outreach activities and by establishing internal and external business partnerships.
- Maintains prescribed security controls to protect against criminal or fraudulent activity and unnecessary risk or exposure.
- Administers bank policy and security guidelines to ensure operational safety and soundness of branch office.
- Accountable for effective recruitment, selection, and performance management of branch staff. Routinely provides relevant coaching and development opportunities; and addresses performance and disciplinary issues timely and consistently. Ensures workplace stability by cultivating engaged, enthusiastic, and well-coached teams.
- Manages branch staffing to ensure adequate coverage at all times.

Required for this position are:

- 4-year degree in Business or related field; or equivalent combination of education and experience
- 5+ years of previous experience as a bank Branch Office Supervisor/Manager
- 10 years of bank branch office experience with progressively complex responsibilities
- Excellent organization and decision-making skills
- Excellent communication and relationship building skills
- Excellent supervisory and leadership abilities
- Problem solving and aptitude for mathematical calculations
- Proven sales and business development skills
- Proficient with bank systems software/hardware and Windows PC

VantageSouth Bank provides a competitive compensation and benefits package; however, relocation is not offered. Qualified individuals may submit a resume no later than **May 10, 2013.**

VantageSouth Bank is fully committed to being an equal opportunity/affirmative action employer. It is our policy to offer equal opportunity to all employees and applicants for employment without regard to race, religion, creed, color, age, sex, national origin, disability, or veteran status. We value the advantages of a diverse workforce and encourage all to apply. Please note: We do not accept resumes by mail. Moreover, we accept online resumes only for positions that are open and for which we are actively recruiting. If you require reasonable accommodation for any part of the application or hiring process due to a disability, contact Human Resources at hr.recruitment@vsb.com. This option is reserved for individuals who require accommodation due to a disability.