



BRANCH SALES MANAGER

Fleetwood Bank, the only independent community bank headquartered in Berks County, has an exciting opportunity available as a Branch Sales Manager. We are looking for an experienced supervisor with proven sales experience to join our team.

Duties Include:

- Embraces our vision to deliver the highest quality products, service and convenience in financial services
- Provides leadership, coach, train and manage performance of staff to insure branch achieves goals
- Ensures branch operational integrity: communication and compliance in all policies and procedures
- Meets or exceed branch goals
- Refers loan applications
- Obtains and analyzes necessary personal financial data to determine the needs of our customers
- Provides regularly scheduled service and sales training, observes staff's service and sales and provides ongoing coaching.
- Ensures the branch office is properly staffed
- Actively participates in community activities in a manner which reflects favorably on the Bank
- Performs all retail functions as needed

Qualifications:

- High School diploma or equivalent; college degree preferred
- 1-2 years banking or financial background, combination of relevant experience and education
- Prior Sales management experience
- Proven leadership quality with strong ability to supervise and instruct
- Strong PC Skills
- Familiar with respective community a plus