

Employer:	KeyBank
Street Address:	28 West Market Street
City, State, Zip:	Red Hook, NY
Phone:	(845)758-2311
Website:	Key Careers (myworkdayjobs.com)
Contact Name/Title:	Lori DeBry Senior Recruiter-Remote Utah
E-mail:	Lori_debry@keybank.com

Position Title: Personal Banker-Red Hook

Part-Time Full-Time

Company/Organization Name:	KeyBank
Location:	Red Hook, NY
Company/Organization Profile & Size: (include website)	<p>Headquartered in Cleveland, Ohio, KeyCorp (Key) is one of the nation's largest financial services companies. Key provides investment management, retail and commercial banking, consumer finance and investment banking products to individuals and companies throughout the United States and, for certain businesses, internationally.</p> <p>At Key we've made a promise to our clients that they will always have a champion in us. To deliver on that promise, we're committed to building a team of engaged employees who do the right thing for our clients and help them achieve their financial goals each day.</p>
Industry:	Financial Services
Position Description/ Responsibilities: (include where job is located)	<p>Financial Wellness education is a big opportunity in our communities. In response to that need, Key's branches have become more advice centered. We equip our Bankers with a state-of-the-art digital tool that empowers them to have deeper conversations with clients. This tool allows us to deliver expert advice to our clients and gets them thinking about important questions related to their finances.</p> <p>The financial wellness platform does the heavy lifting in these conversations. You don't have to be a financial expert to be a successful Personal Banker, you just need to have a strong desire to help people make better financial choices and be good at starting conversations, quickly building a rapport, and asking deeper questions. You really need to love the sales process, providing solutions to clients' needs, and the excitement of achieving sales goals to be successful in this role.</p> <p>You'll work with the public. Empathy and a willingness to treat our clients like you would a family member is critical. Everyone is at a different place on their financial journey and we are here to help them in any way we can.</p>
Qualifications/ Required and/or Preferred Skills:	<ul style="list-style-type: none"> • High School Diploma, GED or equivalent experience (undergraduate degree preferred). • 1 year of experience in developing current and new customer relationships, achieving sales goals and building referral sources. Experience with sales is more important than financial services experience. KeyBank provides the tools and training, but we need natural relationship builders who are great at sparking conversations. • The ideal Personal Banker is sales-driven, self-motivated, and competitive. The best bankers always know their numbers and find ways to drive towards success.

	<ul style="list-style-type: none"> • Interpersonal interaction skills and an ability to build rapport in matter of minutes is vital. • Foundational knowledge of sales and service techniques with consumers and small businesses, including tele-consulting, outside calling, prospecting and networking. Comfort going out on business calls, overcoming objection, and asking fact-finding questions with the goal of being helpful. • A keen ability to manage your time and own your day – balancing serving clients and growing your book of business. • Demonstrated experience with influencing business partners and leveraging centers of influence, as this role will require significant influence of partners such as Key Investment Services, Mortgage and Business Banking sales professionals. • Proven customer service and communication skills and ability to work in a small team environment. • Working knowledge of PCs (MS Windows and Office Products including Word, Excel, etc.). • Ability to work branch hours, typically includes Saturday mornings. • Must have access to reliable transportation to facilitate travel outside of the branches, including outside sales calls. • Physical Requirements: Frequent mobility (5-8 hours) in an office setting, ability to communicate face to face and on the phone with clients, frequent use of hands to manipulate/grasp objects, occasional bending and lifting from floor height, frequent lifting of 1 – 10 lbs., occasional lifting of up to 30 lbs.
Employment Type:	<input checked="" type="checkbox"/> Hourly <input type="checkbox"/> Salary
Wage Rate or Range	\$21.00 minimum \$28.85 maximum

How to Apply:

E-mail: lori_debry@keybank.com			
Online: Key Careers (myworkdayjobs.com)			
U.S. Mail: N/A			
Contact Name & Title: Lori DeBry Sr. Recruiter-Remote Utah			
Include:	<input checked="" type="checkbox"/>	Resume	<input type="checkbox"/> Cover Letter

Additional Comments: Please apply online or email resume to lori_debry@keybank.com
Please do not contact the branch regarding your application

Instructions to Employers: Submit completed form via Email to; Susan.Grega@sunydutchess.edu