



## Vice President - Business Banking

Since 1993, American National Bank has been fueling opportunity for businesses in Northeast Wisconsin. Locally owned, the bank is incredibly responsive to clients and the community. The mission of the bank is to help business owners beat the odds by turning banking expertise into business advantages.

The American National Bank team strives to maintain a culture of excellence with high standards and values, along with opportunity for growth and involvement for employees. ANB is seeking a Vice President of Business Banking to join their growing team.

### **JOB SUMMARY**

The Vice President Business Banking is responsible for soliciting, developing and managing profitable business banking relationships—while delivering exceptional service and value.

This position may be located in either Appleton or Green Bay, WI.

### **RESPONSIBILITIES**

- Build and administer a loan portfolio, monitoring credit quality to detect and report the warning signs of problem credits and maintain appropriate risk ratings on all loans
- Analyze complex financial information and make funding recommendations that adhere to the bank's loan policy and align with the bank's risk appetite
- Serve clients and prospects through a consultative selling, trusted advisor role to recognize business opportunities and risks, and promote products and services that support client goals
- Meet individual growth goals for deposits, loans and fee income
- Maintain an active calling program on existing and prospective clients with a focus on small and middle market opportunities
- Identify appropriate prospects within defined target markets, create and manage an effective prospect list in CRM
- Manage client, prospect and 'center of influence' relationships in CRM
- Collaborate with the marketing department in telling the American National Bank story, deepening client and prospect relationships, and identifying business development and community engagement opportunities
- Stay involved in the community through committees or boards, and participate in business development activities of the bank
- Participate in internal and external training and development opportunities as required
- Follow all bank policies, including but not limited to the Bank's Information and Security policy
- Responsible for an understanding of BSA/AML and OFAC policies at American National Bank Fox Cities, as it pertains to customer identification, beneficial ownership, identifying suspicious activity and reporting it to the BSA officer
- Participate in annual BSA/AML and OFAC training and additional training as it pertains to lending responsibilities
- Perform other related or assigned duties as required



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### QUALIFICATIONS

- College education and minimum of 10 years of banking experience
- Strong financial analysis, customer service and sales skills
- Formal credit training
- Demonstrated sales and business development skills
- Proficient with Microsoft Office Suite software
- Must be a self-starter and independent thinker with problem solving and technical research skills
- Excellent verbal and written communication skills, and an effective listener
- Embraces the values: servant leadership, persistence, curiosity, growth and listening

American National Bank Fox Cities offers a competitive salary and a full comprehensive benefit package including health, life, dental, vision, health savings account, 401K, paid vacation and holidays.

Join our team and work at a bank recognized for fueling opportunity for businesses in Northeast WI.

American National Bank Fox Cities is an Equal Opportunity Employer that does not discriminate on the basis of actual or perceived race, creed, color, religion, alienage or national origin, ancestry, citizenship status, age, disability or handicap, sex, marital status, veteran status, sexual orientation, genetic information, arrest record, or any other characteristic protected by applicable federal, state or local laws.

The Bank will make reasonable accommodations, as required by law, for the known physical or mental disabilities of an otherwise qualified applicant, unless doing so would impose an undue hardship upon the Bank's business operations. An accommodation is not reasonable if, even with the accommodation, the employee is unable to perform essential job duties in a manner that would not endanger the employee's health or safety of the employee or others.