



## **Treasury Management Advisor, Rochester, NY**

**KeyBank's Treasury Management** division provides innovative technology solutions and expert consultative services to assist clients with a wide range of financial solutions. Key makes treasury management easier, secure, and more efficient, providing clients with greater control and a competitive edge in the marketplace. Our goal is to become a company known for its enduring relationships with clients, superior returns to shareholders, energizing work environment, and commitment to the communities in which we operate.

As part of the Treasury Management Advisor team, this position is primarily responsible for maintaining, enhancing, and acquiring new Treasury Management business in the Rochester marketplace. In conjunction with the line of business management team and regional geographical markets, execute a sales and marketing strategy that achieves established market penetration, cross-sell, revenue, and client acquisition goals.

### ***Essential Job Functions***

- Achieve assigned new business revenue goal.
- Serve as the primary Treasury Management contact person to District Presidents, Regional Team Leaders, and Relationship Managers in the Commercial and Community Banking markets
- Develop and foster ongoing partnerships with the various lines of business supported, and ensure that sales and marketing activities are achieved
- Ability to understand Macro business concepts and Working Capital Management
- Maintains an excellent working knowledge of the commercial and community banking business and is able to identify business opportunities outside of Treasury Management, and make an effective referral to the appropriate business line
- Actively develop new business opportunities with clients prospects, either individually or in conjunction with the Lines of Business supported
- Actively manage and grow an existing portfolio of business
- Ability to effectively utilize consultative and strategic solution selling skills
- Ability to deliver products and services based on identified value proposition
- Represent the organization at various industry conferences, regional events, regional business meetings, local and regional market functions, and with regional centers of influence – both internally and externally
- Other duties and responsibilities as established, assigned, and communicated by the Regional Sales Manager

### ***Requirements***

- Minimum 5+ years of Cash Management Sales experience
- Bachelors Degree
- Certified Treasury Professional (CTP) or Certified Cash Manager designation (CCM), or related professional designation, preferred
- Excellent interpersonal, leadership, verbal and written communication, and presentation, skills
- Excellent time management and organizational

Life at Key is exciting, challenging, and rewarding. We offer competitive compensation and comprehensive benefits that will help you fulfill a healthy work/life balance. For more information about KeyBank and to submit an online application complete the following:

- Go to [www.key.com/careers](http://www.key.com/careers)
- Select "Search for Jobs"
- Type in "Treasury Mgmt Advisor" in the box labeled "Keywords" in the Rochester, NY location
- Apply for the position!

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