



ABOUT US

At Golden Valley Bank, we pride ourselves on delivering an experience unlike any other. Take our commitment to customers, staff and community—the foundation of true community banking. It's our passion to help businesses grow, help make dreams a reality and better our local economy. We believe this passion for our community starts with our employees. Encouraging our staff to be involved in the organizations and non-profits who strive to make a difference allows them to connect, engage and better understand community needs. The power of community starts at home with our Golden Valley Bank family.

Learn more on our website at www.goldenvalley.bank

TO APPLY

Submit a cover letter and resume on our website's career page at www.goldenvalley.bank/careers or email them to Terri Morris at tmorris@goldenvalley.bank.

Equal Opportunity Employer

OUR CORE VALUES

- ✓ Absolutely Outstanding Customer Service
- ✓ Development and Retention of Knowledge
- ✓ Empowerment
- ✓ Unparalleled Community Leadership
- ✓ The Highest of Corporate Standards

JOB ANNOUNCEMENT

Business Development Officer (BDO)

Golden Valley Bank is currently seeking qualified and experienced **Business Development Officers** in our **Redding and Chico locations**. The BDO is a critical role focused on the acquisition of new business relationships and seamless onboarding of new clients. The role is responsible for identifying, prospecting, and engaging potential clients in need of business banking solutions within a specialized market.

Reporting directly to the Director of Business Development and Marketing, the BDO will drive growth by building a strong pipeline of new customers, converting leads into clients, and ensuring a smooth and exceptional onboarding experience for all new business clients. Your goal is to establish lasting relationships with businesses, entrepreneurs, and individuals to help them achieve financial success while expanding the Bank's market presence.

Ideal candidate will have strong communication skills and the ability to listen to customers and determine their needs. Must have excellent networking capability, an active presence within the local business community and:

- Be self-motivated, proactive, and goal driven.
- Have a deep commitment to the vision, mission, and core values of Golden Valley Bank.
- Awareness that you can make a positive difference in the community with excellence in customer service.
- Proven track record of acquiring new business, with the capacity to work independently and as part of a team.
- Ability to maintain a high level of safety for the Bank and follow all security procedures.
- Desire to work closely with customers and colleagues.

Possess the following qualities:

- Strong sales skills, with an ability to convert leads into clients and meet or exceed set sales targets.
- Competence to take initiative and prioritize tasks; good time-management, organizational, problem-prevention and problem-solving skills.
- Willingness to adapt to changing business needs and deadlines.
- Strong sense of responsibility and accountability.

Additional information regarding this position is available upon request, including, a Job Description.

The hiring range for this opportunity is \$68,640 to \$83,200 annually, with a generous incentive plan.

If you value your community, absolutely outstanding customer service, the opportunity for continuous education and believe you possess the commitment, personality, and skills to become part of the Best Bank in Town, we would like to hear from you.