



C U B E
MANAGEMENT

Sales & Marketing Talent For Growth

Business Development Officer – Portland, OR

Our client, a leading Northwest Credit Union focused primarily on the high tech, education, and government industries is looking for an experienced Business Development Officer. This opportunity requires an individual who can foster business-to-business and business-to-consumer relationships through the client's Select Employer Groups; who can develop, acquire, and expand new credit union memberships; and who can grow product and service utilization.

The sales and service territory could include Oregon or Washington. The successful candidate will be personable and possess the ability to develop, build, and maintain strong client relationships in person and via the phone. In addition, you **MUST** possess excellent oral, written, and verbal communication skills and be comfortable speaking in public and in front of crowds.

Responsibilities:

1. Contribute to the department effectiveness by:
 - Developing, building, and maintaining relationships with existing clients to grow new and retain existing credit union membership.
 - Prospecting new companies for financial wellness partnerships.
 - Coordinating and conducting member education programs.
 - Distributing sales materials to businesses and members where appropriate.
 - Assisting in managing and updating sponsor company database.
 - Participating in networking and community events on behalf of the Company.
2. Help achieve credit union goals by:
 - Cross-training in other departments and participating in credit union training programs.
 - Staying abreast of changes in products/services, procedures and policies.
 - Cross-selling credit union products and services and meeting minimum standards for Business Development Department.
3. Project a positive, professional image consistent with that of the credit union.
4. Participate in training and educational sessions.
5. Ability to prepare activity reports, weekly work plans, and monthly sales analyses.
6. Be an outstanding team player.
7. Be MS Office literate.
8. A 4-year degree is preferred.
9. Be able to pass a drug test, credit check and have your employment verified.

Base compensation is \$60k plus a commission potential equal to 20% of your base salary and a benefits package including paid time off, matching 401(k), medical and dental benefits. To apply, please send a Word formatted resume and cover letter explaining why you are the perfect candidate for this position to



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recruiting63@cubemanagement.com This company is an Equal Opportunity / Affirmative Action Employer.

Cube Management helps companies accelerate their sales, by providing the Sales & Marketing talent they need to grow their business. Cube is a leading recruiting and consulting partner to mid-market and emerging growth companies in the technology, manufacturing, healthcare and business service sectors. We work across the spectrum of Sales, Marketing and Business Development, providing holistic solutions that drive revenue and profit success. Cube Management combines Strategy, Process and People, to produce great results. For a complete list of our job openings, please visit www.cubemanagement.com