



**The Risk Management Association  
Community Bank Relationship Manager  
Member Relations**

The Risk Management Association (RMA) is seeking a Community Bank Relationship Manager with experience in developing long-term, multi-product relationships with member and nonmember financial institutions with assets less than \$1 Billion. The successful candidate will have the ability to generate revenue and provide consultation services to assist customers in developing performance enhancement programs using RMA products and services. The Relationship Manager exhibits a strong enthusiasm for serving customers and helping them to stay engaged in RMA.

Critical responsibilities of the role include:

- Promote the association's products and services.
- Introduce new products and programs in an ongoing and effective manner to maximize the value of RMA.
- Recommend development of new products and services and improvements to existing products and services. Assist in developing revenue forecasts, territory potentials, and call programs.
- Maintain call reports, and report on all relevant activities within the region.
- Develop a comprehensive intelligence network including information on competitors and their products.
- Work actively to enhance RMA's image and reputation through effective presentation and communication.
- Identify new institutional members and additional markets for RMA products and services.

This position requires a Bachelor's degree in a business related field and three to five years of experience in the financial services industry, telephone sales/customer service experience is preferred. The candidate should possess an ability to balance multiple projects simultaneously, have exemplary oral and written communication skills, and be able to work effectively with minimal supervision. This position is a phone-based sales position and requires minimal travel.

Interested candidates can send their resumes to [dshields@rmahq.org](mailto:dshields@rmahq.org).

**Competitive salary and benefits package  
For more information about RMA visit:  
[www.rmahq.org](http://www.rmahq.org)**