

Treasury Services Manager

Great North Bank is a family-owned, independent community bank serving Wisconsin, upper Michigan and beyond. Great North Bank, established in 1891, works with small, medium and large size businesses. The bank offers a full array of banking products and services, as well as consumer and business loans. Great North Bank works with a variety of businesses including timber, wood products, forestry, manufacturing, transportation, and more.

We are looking to add a Treasury Services Manager to our team. The Treasury Services Managers will lead the Cash & Treasury Management department in all areas including sales, operations, risk management, and servicing. This department is responsible to identify, analyze, sell, and support cash management services and products. In addition, this department manages the risk of the treasury products and the customers who use them.

Responsibilities:

- Develop and lead the Treasury Management department to complete the required functions including sales, implementation, customer service, product development and risk management
- Manage team performance and maintain a culture of sales, service and risk management.
- Lead and develop cash and treasury management sales strategy to increase market penetration and maximize revenue. Work closely with sales team to provide banking solutions to clients and prospects.
- Evaluate and Implement new products as necessary.
- Manage risk by ensuring compliance with policies, procedures and regulations for product and customer lifecycle and conducting initial and ongoing risk assessments.
- Conduct initial information gathering discussions with prospects, customers and sales team to demonstrate product functionality and gather customer requirements.
- Respond to direct client's questions and routed questions from branches, operations and sales-team.
- Monitor product vendor communications on enhancements, scheduled maintenance, added features and functionality.
- Develop and deliver product training and documentation to department staff, branches, management, sales and other departments.
- Monitor client usage to identify and remediate client attrition, maximize fee income and maintain sound risk management practices.
- Grow fee income revenue from cash management products including a review of account analysis activity and identification of fee income opportunities.
- Produce various management and audit reports on clients.
- Responsible for compliance with the applicable laws, rules and regulations impacting cash management services.

Skill Improvement:

- Attend industry-related training courses to further knowledge base of banking.



Qualifications:

Education

- Bachelor's degree in business or equivalent combination education and experience
- Certified Treasury Professional (CTP)
- Specialized training in accounting, finance and economics plus additional bank-related training

Experience

- A minimum of 5 years Treasury Management experience
- Experience working with municipal and public funds relationships

We offer competitive benefits and compensation. Benefits include medical, dental, vision, company provided life insurance, paid vacation, paid holidays, short and long-term disability insurance, 401(k) plan.

If you are interested and qualified, please send your resume to our HR department humanresources@greatnorthbank.com with the subject line "Treasury Services Manager" to be considered.

No phone calls or Recruiters – please.