

PRESIDIO BANK JOB DESCRIPTION

Department: <i>Cash Management Solutions</i>	Position Title: <i>Cash Management Manager</i>
Reports to: <i>Chief Executive Officer</i>	Position Type: <i>Full-time Exempt</i>
Location: <i>Flexible</i>	Prepared/revised by: <i>August 28, 2018</i>

Position Overview:

A senior level position, the Cash Management Manager is responsible for identifying, analyzing, selling and supporting cash management products and services to established business customers and targeted prospective business clients. Works closely with Relationship Manager Officers and Relationship Service Managers in attaining service charge and deposit goals; solidify customer retention efforts by providing a superior level of customer service in working with Cash Management Operations. The Manager contributes to the bank's deposit growth strategies and goals; generates additional revenue from the sale of cash management products and services; attains established individual, office and Bank goals through active participation in sales management and officer call programs. Success in this role requires mastery of product management, business development, customer retention, and service quality activities and processes.

Principal Duties and Responsibilities:

- Assists in attaining the Bank's commercial fee and deposit goals through cash management services and other commercial product promotions and sales efforts.
- Participates in developing marketing strategies for cash management products, as well as product marketing plans.
- Actively markets and sells cash management products and services to commercial banking clients and prospects; prepares proposals for cash management services to existing and prospective customers.
- Establishes new deposit accounts by targeting prospects and new commercial customers and municipalities to secure their corporate/business banking relationship.
- Maintains an awareness of trends and new developments in the field of cash management services.
- Is actively involved in product evaluation, vendor selection and vendor management.
- Participates in new product development and product functionality, pricing, and positioning to ensure profitability and competitiveness.
- Continually works with Relationship Managers and Relationship Service Managers to increase their sales skills and product knowledge of business deposit products such as ACH and Positive Pay.
- Identifies business needs and corresponding sales opportunities within the various bank markets and actively promotes ways to increase client reliance on bank products and services, capitalizing on the unique and comprehensive capabilities of the Bank.
- Works to achieve targeted goals and objectives for defined markets.
- Actively manages the sale of cash management services, including analyzing pertinent financial data, recommending product pricing within guidelines established at the Bank level, and providing input regarding product pricing and features.
- Ensures market alignment with business priorities; may participate in the development and implementation of Bank policies and procedures.

- Capitalizes on market opportunities through active gathering and evaluation of market intelligence and business conditions; keeps management advised on such matters; collaborates with research, product development, marketing, pricing, and operations to formulate revenue-generating product and segment coverage modifications / changes.
- Assists in the development and implementation of customer and product profitability in conjunction with various other units.

Supervision: *Supervision by Chief Executive Officer (CEO).*

Required Qualifications & Skills:

- Analytical and Technical
 - In-depth knowledge of cash management/treasury products and services.
 - Recommend/advise on complex cash management problems.
 - Define problems, collect data, establish facts and draw valid conclusions.
- Teamwork Orientation
 - Must work well with others through-out the bank (offices and operational groups).
 - Approachable.
 - Energetic, passionate, and driven to succeed.
 - Willing to help and solve cash management related issues as they arise.
- Professional skills
 - Requires minimal supervision.
 - Problem resolution skills.
 - Strong partnership skills, internally and externally.
 - Must bring an in depth knowledge of all aspects of Cash Management/Treasury Products and have the ability to quickly learn new products/services.
 - Ability to handle confidential information using discretion and judgment.
 - Highly organized (Punctuality, ability to set priorities, efficiency, etc.).
 - Ability to multi-task and maintain accuracy.
 - Stress management and composure.
 - Welcome feedback and coaching.
- Business Banking and Regulatory Compliance
 - Previous experience in a bank or financial institution setting.
- A successful Cash Management Manager should demonstrate the following behaviors:
 - Assists with Development of our People:
Helps to build talent and teams for Presidio Bank by creating a culture of transparency, and celebrating excellence, initiative and courage.
 - Drives Value for Clients:
Enables economic value and positive social impact for clients, companies, governments, and communities.
 - Works as a Partner:
Works collaboratively across the bank and encourages others to achieve the best results for Presidio Bank and our clients.

- Champions Progress:
Champions a culture of high standards, pushes for progress, embraces change and challenges the status quo in support of Presidio Bank's vision and global strategy.
 - Lives our Values:
Ensures systematically responsible outcomes while driving performance and balancing short and long term risks.
 - Delivers Results:
Sets high standards and achieves performance objectives by creating a clear path toward ethical and sustainable results.
- **Experience:**
 - Minimum of five years of experience in cash management/treasury sales and management.
 - Experience with large and mid-size accounts will definitely be advantageous, as will a degree of specialization in industries that are being targeted.
 - Effective selling and negotiation skills.
 - **Communication proficiency** - (reading, writing, speaking to sophisticated clients, executive management, board members, auditors, and banking regulators).
 - **Education** - Undergraduate business degree or related work experience.
 - **Travel** - Required to other regional offices and Bay Area clients.

Training and Advancement:

- Exposure to Senior Management providing career enhancing advice
- Industry specific courses & webinars provided

Employer of Choice

Presidio Bank provides extensive training, guidance, and the opportunity to gain valuable experience in financial services within the banking industry. We strive to be an extraordinary place to work, having the best talent and friendly corporate culture. Communications are respectful, positive and honest, encouraging employees to take be proactive and take initiative. A healthy work-life balance is encouraged. Employees are proud to be a vital part of our community and we are recognized as being on the SF Business Times list of Top Corporate Philanthropists. Ultimately, hard work balanced with fun and laughter, makes Presidio Bank a desirable place to work.

About Presidio Bank

Presidio Bank provides business banking services to small and mid-size businesses, including professional service firms, real estate developers and investors, and not-for-profit organizations, and to their owners who desire personalized, responsive service with access to local decision makers. Presidio Bank offers clients the resources of a large bank combined with the personalized services of a neighborhood bank. Presidio Bank is



headquartered in San Francisco, California and currently operates five banking offices in San Francisco, Walnut Creek, San Rafael, San Mateo and Palo Alto. More information is available at www.presidiobank.com. Presidio Bank is a member of FDIC, Equal Housing Lender, and Equal Opportunity Employer.