



## **VP, Treasury Management**

**JOB TYPE:** Full Time  
Monday through Friday  
In-Office Position / Open to any branch (Geneseo, Rochelle, Peru,  
Princeton, Sterling, Fulton)

**COMPENSATION:** Exempt Salaried  
Anticipated hiring range \$105,000 to 120,000/annual salary

### **FUNCTION OF JOB**

Treasury Management is responsible for the strategic development, growth, profitability, and administration of the Bank's Treasury Management program. This position serves as the Bank's treasury management subject matter expert and business development leader, partnering with commercial lenders, Trust, branch leadership, and executive management to expand treasury management relationships and deepen commercial customer relationships.

Treasury management will lead sales efforts, provide treasury product education to customers and Bank employees, identify opportunities for new products and services, and develop strategies that position the Bank as a trusted financial partner within the communities it serves. This position is responsible for achieving Treasury Management production goals while delivering exceptional customer service, ensuring regulatory compliance, and maintaining operational excellence.

### **MAJOR DUTIES AND RESPONSIBILITIES:**

#### **Business Development & Sales Leadership**

- Cultivate new treasury management opportunities through direct calling efforts, referrals, networking activities, community involvement, and bank personnel.
- Maintain a robust calling program targeting businesses, municipalities, non-profit organizations, healthcare providers, schools, and other commercial customers.
- Operational reviews with prospective and existing customers to identify treasury management solutions that improve efficiency and profitability.
- Prepare and deliver treasury management proposals, pricing analyses, presentations, and implementation recommendations with appropriate bank partner.
- Evaluate and recommend treasury products, vendor relationships, technology enhancements, and process improvements that support customer needs and Bank objectives.
- Establish and maintain sales processes, referral programs, service standards, and performance metrics to support Treasury Management growth.
- Develop and execute Treasury Management growth strategies and annual business plans designed to increase fee income, deposit growth, customer retention, and commercial and trust relationships.
- Travel throughout the Bank's market area to meet with customers and prospects.

## **Treasury Product Expertise & Client Education**

- Serve as the Bank's primary treasury management expert and trusted advisor for business customers.
- Collaborate with Marketing to develop Treasury Management educational materials, marketing content, and product guides.
- Lead customer onboarding and coordinate implementation activities to ensure a seamless transition and positive customer experience.
- Stay current with industry trends, emerging technologies, payments innovations, and competitive treasury management offerings.

## **Internal Training and Program Development**

- Serve as the Bank's Treasury Management subject matter expert by developing and delivering Treasury Management education, product demonstrations, and training programs for both customers and employees.
- Collaborate with banking partners to identify opportunities for product enhancements and process improvements.

## **Relationship Management**

- Maintain regular contact with clients to ensure satisfaction, retention, product utilization, and conduct periodic treasury management relationship reviews with key clients.
- Resolve complex customer service issues and implementation concerns.
- Monitor treasury management portfolio growth and profitability.
- Identify opportunities for cross-selling commercial loans, deposit products, Trust and other Bank services.

## **Strategic Leadership**

- Monitor treasury management revenue, pricing, profitability, and product utilization trends.
- Support the Bank's strategic planning process by contributing market insights, identifying emerging trends, and recommending Treasury Management growth opportunities.
- Represent the Bank through community engagement, business development activities, civic organizations, and professional associations.

## **Compliance and Risk Management**

- Ensure treasury management products and services comply with applicable banking regulations.
- Assist with treasury service risk assessments, audits, and examinations.
- Maintain appropriate controls related to treasury management product implementation and servicing.
- Promote fraud prevention and risk mitigation best practices for both customers and Bank personnel.

## **Other Duties**

Perform all other duties as assigned

## **KNOWLEDGE**

1. Excellent sales, presentation, negotiation, and relationship-building skills.
2. Strong ability to identify client needs and recommend appropriate solutions.
3. Strong interpersonal and communication skills with management, subordinates, internal and external customers.

4. Thorough knowledge of ACH, wire transfers, account analysis, fraud prevention services, and Treasury Management solutions.
5. Must be capable of utilizing basic software applications (i.e. Word, Excel, Microsoft Office).
6. Ability to multi-task, prioritize workflows and function as a self-starter.
7. Must be competent at obtaining and communicating important data from conversations through effective listening skills without conducting unnecessary follow-up conversations.
8. Must be able to plan, delegate and evaluate functions within Treasury Management and customer service.
9. Should be “people oriented” preferring a job with a high degree of internal and external customer contact.
10. Ability to grasp new information, retain it and present to others in an understandable format.
11. Emotionally mature and resistant to stress. Ability to work under pressure to meet deadlines.
12. Ability to define problems precisely and clearly, making decisions on resolution without reference to supervisor.

**EXPERIENCE:**

1. Position requires a working knowledge of financial, commercial or technical practice and principles plus specialization in a particular area. (The above may be gained by a college degree or completion of a graduate school of banking.)
2. Experience required by position is from over five (5) through ten (10) full years of employment with the Bank or with companies in related positions. (Over 5-10 years)

**BENEFITS\***

- Health, Dental & Vision Insurance
- Health Reimbursement Arrangement
- Life Insurance & AD&D Insurance
- Vacation and Paid Time Off (PTO)
- 401k Profit-Sharing & Match
- Flexible Spending Account
- Tuition Reimbursement Program
- Incentive Plan
- Holiday Pay
- Logo-wear Stipend

Interested applicants should send resume and cover letter to:

Email to: [recruiter@central-bank.com](mailto:recruiter@central-bank.com).

*Posted 10/22/26*

*Equal Opportunity Employer*

*\*Some benefits have an eligibility waiting period*