



Job Title: VP Business Banker

Location: Denver Metro

Job Type: Full-time, Exempt

Overview:

The VP Business Banker develops and manages new and existing commercial customer relationships through cross-selling appropriate banking products and services. They manage their portfolio, ensuring proper risk is assessed and in compliance with appropriate regulations, laws, and bank policies. Additionally, they coordinate with other Bank business partners on the delivery of banking product and services through multiple service channels and/or areas of specialization.

Essential Job Functions:

- Business Prospecting: Proactively uncover sales opportunities with business in the community and provide proposals in order to obtain the business. The primary focus as a VP Business Banker is businesses with basic to moderate needs.
- Networking: Build relationships with referral sources, engaged in networking activities, trade shows, chamber meetings, etc.
- 50-80% of time should be spent prospecting.
- Maintain knowledge of banking products and services, as well as knowledge of the industries or market areas served. Keep abreast of current developments and market trends, to further identify and service the customer's needs.
- Collaborate and coordinate with internal and external business partners to ensure banking products and services are provided in a timely manner and support the profitable growth of the relationship.
- Meet/exceed sales and referral goals and meet/exceed individual branch targets.
- Maintain current knowledge and follow all bank financial and security regulations and procedures.
- Embody, embrace, and demonstrate InBank's Core Values: Commitment, Innovation, Responsibility, Teamwork, Happiness, and Authenticity.
- Other duties as assigned.

Minimum Qualifications:

- Bachelor's Degree or equivalent work experience.
- 3-5 years of banking experience in commercial or business lending, credit, or business development.
- Intermediate to advanced skills Microsoft Office Suite Skills and CRM systems.
- Excellent communication, interpersonal, consultative sales, and presentation skills.
- Business development, relationship management, and lead generation skills.



Preferred Qualifications:

- Business development experience.
- Established COI's and referral sources.
- Financial analysis and credit underwriting skills.

Compensation:

The applicant who is selected for this position will be eligible for the following compensation and benefits:

- Targeted pay range based on experience: \$83,500 - \$101,300. This range is an estimate based on potential employee qualifications and other considerations permitted by law under the Colorado Equal Pay for Equal Work Act and Equal Pay Transparency Rules.
- Bonus Eligibility: Quarterly bonus potential based on the Commercial Banker Incentive Plan, which is at the Company Discretion at a rate of approximately 30% of annual base salary.
- Benefits: Medical, Dental, Vision insurance. Disability insurance. Employee assistance program. Flexible spending account. Health savings account. Life insurance.
- Paid Time Off: Vacation and sick leave, as well as Bank Holidays.
- 401(k): Company match begins with the first contribution and follows the company vesting schedule.
- Other: access to career training and development opportunities, employee discounts.

For more about InBank and our culture, visit us here: [Who We Are](#)

InBank is an Equal Opportunity Employer committed to creating a diverse workforce. We support a work environment where colleagues are respected and given the opportunity to perform to their fullest potential. We consider all qualified applicants without regard to race, religion, color, sex, national origin, age, sexual orientation, gender identity, disability or veteran status, or any other characteristic protected by applicable federal, state, or local laws.