



Universal Banker / Sales Development

Palm Springs, California

HCN Bank is dedicated to providing exceptional banking services with a focus on customer satisfaction and technological innovation. Join our team and contribute to a dynamic and supportive environment where your skills can thrive.

Position: Universal Banker / Sales Development

Department: Operations

Reports to: Operations Officer and/or Client Services Manager

Type: Full-time, Non-Exempt

Pay Range: \$22.00/hr - \$24.00/hr

Posted Date: 08/01/2025

Job Summary: As a Universal Banker / Sales Development, you will help launch and grow our new Palm Springs branch. In this dual role, you will focus on both business development and core banking operations. You'll proactively engage with customers to identify financial needs, promote bank products, and build lasting relationships. Alongside sales efforts, you'll also open new accounts, process teller transactions, and ensure compliance with operational procedures and regulatory standards—all while delivering a positive and efficient banking experience.

Key Responsibilities:

- Drive branch growth by identifying and canvassing new business opportunities and promoting the Bank's full suite of products and services.
- Actively reach out to current and prospective clients through in-person visits, phone outreach, and follow-ups to expand relationships and generate fee income.
- Open new accounts, recommend banking solutions, and refer customers to appropriate departments for services such as online banking, remote deposit capture, ACH origination, and loan products.
- Deliver excellent customer service by resolving issues and fulfilling customer requests in a timely, professional manner.
- Ensure transaction accuracy, regulatory compliance, and proper cash handling through daily teller operations and adherence to all bank procedures.
- Participate in all branch promotions, sales campaigns, and performance tracking efforts.
- Support team performance by training new staff, assisting nearby branches, and contributing to a collaborative, high-functioning work environment.



Qualifications:

- **Experience:** 6 months to 1 year of teller and/or new accounts experience preferred.
- **Skills:**
 - Strong interpersonal and communication skills.
 - Sales-oriented mindset with ability to proactively pursue new business.
 - Familiarity with bank products, operations, and compliance standards.
 - Comfortable using computers and banking systems.
 - Strong attention to detail and ability to multitask in a fast-paced environment.
 - Positive attitude and professionalism, especially in customer-facing interactions.

Why Join HCN Bank? At HCN Bank, we know that in order to support our customers and provide for our shareholders, we first must support and provide for our employees. We encourage a collaborative work environment and empower our employees to take ownership of the Bank's success and growth.

We are committed to the growth and progress of our employees. The Bank has an education assistance program offering tuition assistance, invests in our employees' future through an Employee Stock Ownership Plan, and matches a portion of their 401K contributions. We also pay a portion of employee and dependent healthcare premiums.

At HCN Bank, we believe in a healthy work-life balance and provide generous vacation and sick time to ensure our employees can recharge and take care of themselves and their families. Over half our employees have been with us for over 5 years, with one-third exceeding 10 years of service. We treat our employees to annual events such as summer picnics, holiday parties, and recognition events to show our appreciation for their hard work. Our team members are the driving force behind the Bank's success, and our benefits program is our way of giving back.

Although we think we've built something special, we are always looking for ways to make the Bank an even better place to work. We hope you will consider being a part of our journey.

Apply Now: Submit your resume and cover letter to hrjobs@hcnbank.com.

HCN Bank is an Equal Opportunity Employer.