

## **Branch Sales & Ervice Representative (MLO)**

**Contact: PNC** 

Email: pnc@countyjobs.careers https://al-henry.countybuyselltrade.com/jobs/branch-sales-service-representative-mlo\_west-palm-beach\_55390

Address: West Palm Beach Price: Check with seller

DetailsApplyPosition OverviewAt PNC, our people are our greatest differentiator and competitive advantage in the markets we serve. We are all united in delivering the best experience for our customers. As a Full Time Branch Sales and Service Representative, you will engage in proactive sales and customer service activities including teller transactions and developing referral opportunities. This position, within PNC's Retail Branch Banking Network, is based in West Palm Beach, FL at the Bear Lakes branch. Job ProfileDelivers a unique customer experience aimed to improve a customer's financial wellbeing and create loyalty while increasing share of wallet. From a variety of customer interactions, participates in proactive sales and service activities and identifies referral opportunities. Collaborates with ecosystem partners to grow customer's share of wallet. Positions PNC solutions to drive new revenue and customer loyalty. Drives proactive sales conversations through internal and outbound interactions with a defined sales process including outbound calling, service to sales, teller interactions, appointment setting and effective lobby engagement, ultimately elevating client loyalty. Delivers a full PNC conversation with every client interaction to identify appropriate PNC solutions. Leverages ecosystem partnerships to acquire, expand and retain relationships. Creates customer loyalty and grows customer share of wallet through a differentiated customer experience. Performs lobby engagement activities to connect with customers and position PNC products to meet their needs. Educates customers on options for managing financial transactions by leveraging technology, tools and resources. Applies product and procedures, demonstrating sound judgment within established limits. Demonstrates a heightened scrutiny to identify and avoid loss. Ensures teller and branch daily operations and maintenance transactions are completed in an efficient and accurate manner. Core CompetenciesManages Risk - Basic Experience Assesses an

