TRUXTON

WEALTH · FAMILY OFFICE · BANKING

WHO WE ARE

Truxton Trust Company is a provider of private banking, wealth management, trust, capital markets, and family office services for wealthy individuals, their families and their business interests. Serving clients across the world, Truxton's vastly experienced team of professionals provides customized solutions to its clients' complex financial needs. Founded in 2004 in Nashville, Tennessee, Truxton Trust upholds its original guiding principle: do the right thing. Truxton Trust Company is a subsidiary of financial holding company, Truxton Corporation (OTCPK: TRUX).

MISSION STATEMENT

To do the right thing every day, putting our clients' interests first, with distinctive, comprehensive financial solutions that protect and promote client prosperity and quality of life.

WHAT WE OFFER

- 401k + company match
- Medical, life, dental, vision insurance
- Paid federal holidays and vacation
- Employee assistance program (EAP)
- Support towards continued learning and industry certifications

WHY YOU SHOULD WORK HERE

- Truxton is a highly profitable and growing company that has been recognized by American Banker as the 13th best community bank (top-ranking TN bank) based on 3-year ROAE
- Opportunities to grow your expertise, take on new challenges, and gain exposure to a wide range of sophisticated work
- Because we are a smaller company, you will have the opportunity to chart your own course and contribute to initiatives that go beyond your job title
- Opportunities for incentive bonuses through new business referral

CONTACT

- careers@truxtontrust.com
- 615-515-1700
- 20 Burton Hills Blvd, Suite 200 Nashville, TN 37215

APPLY NOW

BANKER

FULL-TIME • TRUXTON BANKING • NASHVILLE, TN

THE ROLE

The Banker is responsible for providing personalized financial services for individuals, families, and businesses and promoting the Bank throughout the community by developing and managing relationships with clients and prospects. The position will collaborate with our experienced team of deposit, loan, and credit operators and administrators to provide deposit and lending expertise and solutions to our clients. We are looking for candidates who are ambitious about growing new and existing business and passionate about delivering premium service to our banking clients.

WHAT YOU WILL BE DOING

- Prospecting for new business by building a pipeline of clients and opportunities through sales and marketing efforts
- Developing and managing relationships with existing clients and prospects by identifying their current and future financial needs
- Delivering advice, counsel and high-level service to meet the financial needs of clients
- Analyzing financial status, credit and other factors to identify the risk to both the Bank and the customer including an understanding of federal tax returns, K1s, cashflow analysis, company balance sheet and income statement, personal financial statement, collateral, loan policy, purpose and repayment sources
- Facilitating the negotiation of personal and commercial loans with all appropriate parties, in accordance with policies and procedures
- Managing loan portfolios including maturing loans, past dues, loan policy exceptions, non-sufficient funds, signature cards, transfers and payments
- Partnering with Wealth and Treasury Operations teams to develop new business opportunities and connect clients with experts who can help with their specialized financial needs

WHAT WE ARE LOOKING FOR

Attributes and Abilities

- Eager to build new and cultivate existing Banking relationships
- Experienced in managing portfolios of business
- Problem solver, able to both diagnose challenges and solve them efficiently
- Curious and excited to learn when presented with a new issue
- Proactive in completing work and advancing goals of the banking team
- Able to seamlessly toggle between independent work and collaborating with a team; a self-starter
- Detail-oriented, diligent, and organized

Experience and Skills

- At least 3 years of experience and a proven track record of managing relationships, lending, and developing business in a professional services firm
- You are proficient with Microsoft Office (Word, PPT, Excel) and other bank specific software

Education and Designations

- Bachelor's Degree in Business, Finance, Accounting, or Economics preferred
- Bonus points: Advanced Degree or Professional Designation (CFP, CTFA, CFA, etc.)