

# JOIN PARK BANK IN LA CROSSE AS A BUSINESS DEVELOPMENT OFFICER

## ABOUT US:

- Family-owned, community bank with locations in Sparta, Holmen, and La Crosse.
- Award-winning small business lender. 20 consecutive years as Wisconsin's largest volume community bank lender.
- Specialize in home loans and investment properties with Officers able to handle all underwriting, closing, and life-of-loan questions.
- Construction loans with in-house disbursements and no third-party draws.
- Mobile banking and mobile deposit available through our award-winning A Fistful of Banking™ app for Android™, Windows™, and iPhone™.

## ABOUT YOU:

- A banking background is required.
- Family history or personal experience in La Crosse and/or La Crosse County preferred.
- Strong work ethic and self-motivation.
- Able to communicate genuinely both verbally and in writing.
- Friendly and efficient. Discrete when appropriate. Firm when necessary.
- Demonstrate interest and helpfulness in handling customer inquiries. Recognize opportunities to provide assistance to customers and other staff. Propose solutions to identified problems.

## ABOUT THIS POSITION:

- Office in our La Crosse branch to serve the La Crosse County market and surrounding area.
- Be an involved member of the community.
- This position will require independence, self-motivation, and decision-making to help serve the community with loans and deposits.
- Depending on previous work history, banking-specific training would be available through current staff and various trade associations (Wisconsin Bankers Association, National Association of Government Guaranteed Lenders, etc.).
- Find and develop local lending and deposit relationships that fit our specialties - small business financing and residential mortgage lending.
- Manage the credit process including underwriting and pre-approvals to closing and disbursing loans to monitoring loan portfolio and managing accounts.
- Residential mortgage and small business lending requires compliance with specific underwriting, administration, and liquidation requirements of the Federal National Mortgage Association (Fannie Mae), Federal Home Loan Mortgage Corporation (Freddie Mac), and the Small Business Administration (SBA).
- In-house loans for residential real estate, vehicle, consumer loans, etc. are meant to compliment secondary market lending activity.
- This position will have additional roles and responsibilities that might include managing internal accounts or maintaining vendor relationships, etc. All officers are notary publics.
- Demonstrate interest in Bank's products and services and identify ways to help our customers.
- Full-time status. Lobby and drive-up open Monday through Friday from 9:00 am to 5:00 pm.
- Overall competitive package - reasonable base salary, incentive compensation, and generous retirement plan. Employer pays 75% of health insurance premiums. Access to both Gunderson and Mayo Clinic health networks. EOE/M/F/V/D.

## HOW TO APPLY:

- Send emails to Todd Holtz at [todd.holtz@helloworldparkbank.com](mailto:todd.holtz@helloworldparkbank.com) with "Business Development Officer" in the subject line.
- Address regular mail as follows:  
Park Bank  
700 State Street  
La Crosse, WI 54601
- Direct phone calls to Todd Holtz (Vice President) at 608-793-5511

