



Lending-Cash Management-Insurance-PEO Services-Consulting

Job Description

As an IBS Business Relationship Officer(BRO), you will become part of one of the country's most successful firms, with a powerful reputation for providing unmatched financial solutions for real estate investors and small to medium sized companies. In this role, you engage companies with annual revenues up to \$50 million, with a focus on companies requiring financing between \$250k and \$5M million. You will prospect and develop new IBS customer relationships. You will use your critical thinking and communicative skills to identify the transactional needs of prospects and guide them toward IBS solutions which include Corporate and Commercial Real Estate Finance Lending, Cash Management, Human Capital Management, Insurance and more.

This position combines a self-managed opportunity with the support, resources, and prestige of a leading working on behalf of South Florida's leading private investment management firms. Time and pipeline management along with a strong internal drive to achieve results is extremely important as this individual will primarily be working remotely and independently.

Desired Skills & Experience

- The successful candidate will have the following qualifications:
- Expertise in working with B2B professional services, preferably Payroll, Merchant Services, PEO Services or Real Estate.
- Desired current commercial real estate/corporate finance book of business preferred
- Business to Business experience is mandatory, no exception.
- Strong verbal and written communication skills with the ability to communicate with all levels internally and externally.
- Computer skills to include of Windows, PowerPoint, Excel and CRM systems.
- Formal credit training is preferred; however, IBS may offer extensive hands-on training for enthusiastic candidates.
- Ability to Travel up to 30%.
- Bachelor's or Master's Degree in Finance, Business, Economics, Banking and/or Real Estate is preferred.
- This is a performance based pay structure. At plan, BRO's earn between \$85k and \$125k during their first year. Once promoted to the Business Relationship Manager (BRM) level, employees are provided a salary offering, transactional equity and increased residuals. The initial determination for promotion occurs at the 6-month benchmark.