

Personal Banker Career Pathway

Home Office: 101 North Blakely St., Dunmore, PA 18512 Lehigh Valley Locations: Bethlehem, Easton, and Nazareth 570-504-2214

www.bankatfidelity.com

JOB OPENINGS: www.bankatfidelity.com/mycareer

Business Description

Fidelity Bankers are our most valued asset. As we continue to focus on building deep and lasting relationships, we understand that a great client experience must begin with creating engaged and knowledgeable bankers who are passionate about what they do. Fidelity Bank invests a considerable about of time and expense in hiring, training, educating, and developing the very best and brightest talent.

Today, Fidelity Bank is 300 bankers strong, each with the expertise and drive to build successful relationships, to create long-term shareholder value, and to deliver success. It is because of our commitment to a set of core values that we continue to succeed – core values that were defined by the Fidelity Bankers. These values are our standard of behavior, inspiring our actions and defining how we operate both now and into the future.

Fidelity Bankers' Core Values: Act with integrity.

- Build strong relationships.
- Demonstration passion for what we do and who we are.
 - Seek to constantly innovate.
- Stay fully committed to each other, and to all our stakeholders.

We are Fidelity Bank. We are passionate about success and committed to building strong relationships through superior client experiences. We will be the best bank for our bankers to work, our clients to bank, our shareholders to invest, and for our community to prosper.

Knowledge, Skills, and Abilities Needed

We are looking for employees who ...

- Can build and maintain successful relationships.
- Have experience in sales and cross selling of products and services.
 - Strong listening and problem-solving skills.

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Regional Retail Sales Manager B.A. degree in a related field normally required. Specialized bank sales and product education and training related to retail banking. A minimum of 8 years' related experience normally required. Knowledge of current retail banking operations and lending regulations, procedures, and operations.



Retail Branch Manager B.S. or B.A. degree normally required. Specialized bank sales and product education and training. A minimum of 7 years' related experience normally required. Demonstrates management, supervisory, and coaching skills sufficient to manage a staff of less (usually) than 4 employees.



Assistant Retail Branch Manager Associate degree or equivalent experience. Specialized bank sales and product education and training required A minimum of 4 years' experience in related Customer Service and Sales positions preferred. Banking and supervisory experience preferred.



Personal Banker III-IV Associate degree or equivalent experience. Specialized bank sales and product education and training required. A minimum of 3 years' experience in related Customer Service and Sales positions. Banking and supervisory experience preferred.



Personal Banker II Associate Degree or equivalent experience. A minimum 6 months' banking experience or 2 years' experiences in related Customer Service and Sales positions. Banking experience preferred or completion of Personal Banker I training program.



Personal Banker I A high school diploma or equivalent experience. A minimum of 1 year experience in related Customer Service position. Proficient PC skills, interpersonal relations, communicative skills, and moderate needs-based selling skills.

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