



Deposit Development Banker/Universal Banker– Full Time

Join our Waseca location

At FM BANK, we take pride in serving our local communities while creating a culture that's fun and fast paced. Due to growth, we are seeking an individual to join our team as a Deposit Development Banker/Universal Banker. This position serves as an additional front-line relationship builder for the bank, combining traditional universal banking responsibilities with proactive deposit growth and relationship development. This role supports customers through daily branch transactions while also focusing on expanding core deposits, deepening relationships, and promoting the bank's products and services within the community. Candidates should enjoy interacting with others, have strong attention to detail and want to consistently provide a premier customer experience. Become a part of team that has the autonomy and service mentality of a small business but maintains the backing and benefits of a large business!

Primary Responsibilities and Duties:

Deposit Development & Relationship Growth

- Proactively develop and grow core deposit relationships with consumers, small businesses, and local organizations
- Conduct outbound calling, networking, and community outreach to generate new deposit relationships
- Partner with branch staff, lenders, and management to identify cross-sell and referral opportunities
- Retain and deepen existing relationships by regularly reviewing account activity and customer needs
- Represent the bank at community events, local business functions, and networking opportunities

Universal Banking & Customer Service

- Provide exceptional customer service by assisting customers with teller transactions, account servicing, and problem resolution
- Open and maintain consumer and small business deposit accounts, including checking, savings, money market, and CDs

- Educate customers on digital banking tools, self-service options, and cash management
- Identify customer needs and recommend appropriate banking products and services
- Perform other duties as assigned

Experience/Skills

- Strong interpersonal and communication skills
- Proven ability to build relationships and generate new business
- Sales-oriented mindset with a focus on customer needs
- Strong organizational and time-management skills
- Ability to work independently and as part of a team
- Basic proficiency with banking systems and Microsoft Office

Education

- High school diploma or equivalent required; associate or bachelor's degree preferred
- 1–3 years of retail banking, customer service, or sales experience preferred but not required
- Experience in a community bank environment preferred

Compensation/Benefits

Pay is \$18.00-\$28.00 per hour, based upon experience and qualifications. We offer a competitive benefits package.

This position is primarily located in Waseca, with some local travel for community and business development activities

Equal Opportunity Employer. Member FDIC

****Interested applicants email your resume and cover letter to jon.butler@mybankfm.com*