



## Retail Financial Services - Personal Banker (JPMorgan)

### Position Information

Position Type: Full Time

Title: Retail Financial Services - Personal Banker

Employer: JPMorgan

Division: N/A

Description: Play a vital role in the customer banking experience at Chase! As part of JPMorgan Chase, a leading global financial services firm, Chase has over 5,000 locations where our bankers build relationships with customers by providing them with products and services to meet their ever-changing needs.

The Personal Banker is a sales position in a national retail store whose primary goal is to acquire, retain and deepen customer relationships. You will take a lead role in creating an outstanding customer experience and helping the Branch meet sales objectives contributing to the success of the firm.

As a Personal Banker, you will proactively meet with customers - face to face and over the phone - to discover their financial needs and provide product and service recommendations. You will also partner with specialists (such as Loan Officers, Business Bankers, and Financial Advisors), to ensure our customers get access to experts who can help them with specialized financial needs.

If you are interested in building a career at Chase, there are plenty of career development opportunities available. After a period of time in the Personal Banker role, you may have the opportunity to obtain your FINRA Series 6, 63, and Life Insurance licenses. Plus, many successful Personal Bankers move into roles such as Branch Managers, Assistant Branch Manager Sales, Business Bankers, Loan Officers and Financial Advisors – or other career paths - in as little as 18 months!

JPMorgan Chase offers a highly competitive benefits program and compensation package.

JPMorgan Chase is an Equal Opportunity and Affirmative Action Employer, M/F/D/V

Qualifications:

- College degree preferred or High school degree/GED or foreign equivalent
- Minimum one year retail sales experience – in person or over the phone required, or if college degree, then demonstrated leadership or goal achievement in related school activities or internships
- Ability to establish credibility and rapport, be friendly and personable and look for ways to benefit the customer's financial relationship
- Excellent customer contact skills; comfortable asking questions/interviewing customers about their financial situation; strong listening skills
- Understands how to present features, and benefits of products and services to customers with differing needs
- Self motivated, assertive, performs well in a competitive sales environment
- Professional, thorough and organized; able to follow standard operating policies and procedures
- Ability to learn products, services and procedures quickly and accurately; explain concepts clearly to customers
- Understand how to interpret numbers, trends and data to make effective decisions
- Ability to work branch hours, including weekends and some evenings

Work Authorization: US Citizen, Permanent Resident

Salary Level: 30,000 - 39,000

### Interview Date(s)

Mar 14, 2011  
Location: Thomas Building (TA)

### Schedule Details

Schedule Type: Pre-select

resume submission start date  
February 3, 2011 12:00 am

resume submission end date  
March 2, 2011 11:59 pm

Sign-Up Start Date  
March 7, 2011 12:00 am

Alternate Sign-Up Start Date  
March 10, 2011 12:00 am

Cancellations Start Date  
February 12, 2011 12:00 am

Cancellations End Date  
March 2, 2011 11:59 pm

Sign-Up End Date  
March 10, 2011 11:59 pm

### Screening Criteria

Majors/Concentrations  
All Majors  
Graduation Date (Start)  
Dec 2010 - Jun 2011  
Work Authorization  
US Citizen,  
Permanent Resident  
Class Level  
Senior