

Job Description

Director of Business Development – Financial Services Consulting

CrossCheck Compliance LLC, headquartered in Chicago, is a nationwide consulting firm providing regulatory compliance, internal audit, fair lending, loan review, and litigation support services exclusively to the financial services industry. Our experts adeptly identify the needs and challenges of our clients, having held similar positions as compliance officers, internal auditors, general counsel, outside counsel, regulators, underwriters, and consultants. Through a combination of deep experience and financial services expertise we are able to tailor solutions that fit each client's size, complexity, and business needs.

About Us

Vision

To be the premier nationwide provider of regulatory compliance, internal audit, fair lending and loan review services for financial institutions and our law firm and litigation support firm partners who represent them.

Mission

To help our clients mitigate their compliance, operational, and credit risks by providing high quality, cost-effective, and pragmatic solutions.

Values

- **Our Clients** –We are passionate about providing the highest levels of client service and working with each client in the way that will most effectively meet their needs.
- **Our People** –We value each individual's contributions and invest in the professional development of our team by providing career pathing as well as training opportunities.
- **Teamwork and Collaboration** – We have a company culture where collaboration is encouraged and information is shared throughout the organization.
- **Integrity** – We approach our clients and our people with the highest level of integrity.
- **Responsiveness** – We are clear and timely in our communications. Our clients and people always know what to expect.
- **Growth** – We achieve sustainable long-term growth by providing superior service to our clients and through the recruitment and retention of highly talented professionals.

Position Summary:

We are seeking a full time Business Development Director who will focus on identifying and developing client relationships and expanding the presence of the company in the Chicago, Texas, East Coast, or West Coast markets. This position will be remote and will require travel.

Responsibilities include:

- **Business Development** - Identifies, creates, leverages, and drives business opportunities.
- **Account Management** - Builds client relationships, ensures client satisfaction, and maximizes revenue and profitability potential.
- **Sales Leadership & Practice Planning & Development** - Embodies the firm's collaborative sales approach, creates value for clients, and adds to the firm's capabilities and reputation; builds firm infrastructure.



- **People Development** - Contributes to the growth, development and positive experience of CrossCheck employees.

Qualifications:

- Experience in generating professional services revenue and building a pipeline of prospective clients.
- A portfolio of relationships with relevant C-Suite level individuals with banks, credit unions, and/or mortgage companies, or the potential to develop such relationships.
- Knowledge of regulatory compliance, internal audit, fair lending, and/or quality control is highly desirable.
- Proven track record of identifying business issues and crafting solutions for clients.
- Relevant education, experience, and professional qualifications.
- Ability to work in a team of sales, marketing, and subject matter experts to generate sales.

Learn more about our company by visiting www.crosscheckcompliance.com.

To apply, send your resume to careers@crosscheckcompliance.com.

