

Military Leader Development Program

The Military Leader Development Program (MLDP) trains qualified candidates to become successful U.S. Bank leaders. The full-time program provides a progressive path to branch management through a combination of classroom, Web-based and hands-on training.

After the MLDP, you'll be able to:

- Be a leader at your branch, within U.S. Bank and in your community.
- Plan, expand the branch customer base and increase profitability.
- Explain U.S. Bank's products and services, our industry position and relevant market information.
- Identify customers' financial needs, provide appropriate products and deliver an excellent customer experience.

During the MLDP, you'll learn how to:

- Plan and execute programs to deliver business results. This includes: setting goals and leveraging best-practice sales and business development techniques; building partnerships with bank lines of business; and participating in product and sales training.
- Adhere to the highest ethical standards. This includes: complying with laws and regulations; following policies and procedures; complying with U.S. Bank's Code of Ethics; and prudently managing risk.
- Execute the functions of all branch roles.

The MLDP experience includes:

- Mentor relationships and networking with leaders and peers.
- Rotations through a variety of branch positions.
- In-depth training in sales, operations and relationship-building.
- Executing U.S. Bank performance processes and standards.

MLDP ideal candidates possess:

- The ambition to excel and seek promotion.
- A commitment to excellent customer service.
- The ability to learn quickly and adapt well to change.
- Excellent analytical, interpersonal communication, time management, problem-solving, adaptive leadership and sales skills. Sales experience preferred.
- A bachelor's degree and branch officer or senior enlisted experience.

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