

Sallie Mae to Add 285 New Customer Service Jobs in Delaware

Dover, Del. (July 17, 2017) – Working with the Delaware Division of Small Business, Development & Tourism, Sallie Mae is preparing to grow its customer service operation in New Castle County.

Sallie Mae plans to create 285 new jobs with this expansion. That would bring the company's total employment in the county to more than 1,000.

"We're glad Sallie Mae has chosen to significantly expand its operations here in Delaware," said Gov. John Carney. "Delaware has an experienced, skilled financial sector workforce that is perfectly suited for this expansion. And we're proud to support Sallie Mae, and the Delawareans who work there, as the company continues to put down roots here in our great state."

The proposal will come before the Council on Developmental Finance Monday, July 24.

Under the deal being considered, Sallie Mae will actively look to hire impacted workers from a specific group of local companies that have recently announced layoffs.

"We remain focused on helping grow business in Delaware. And at the same time, we continue to work to encourage our existing business partners to be exceptional corporate citizens," said Cerron Cade, Director of the Division of Small Business, Development & Tourism. "Keeping workers and the economic benefit they create right here in Delaware is a big win for Sallie Mae and the state."

"Since our establishment of Sallie Mae as a standalone

consumer banking business more than three years ago, we've focused on building out our customer service operation. That's meant hundreds of new jobs here at our headquarters in Delaware," said Raymond J. Quinlan, chairman and CEO, Sallie Mae. "We are eager to draw again from this talented local workforce as we continue to grow the business."

As a part of the planned growth, Sallie Mae is applying for a Delaware Strategic Fund Grant of up to \$2,160,000. If approved, no disbursements would be made until after the company reports new employment numbers.

CDF meets July 24 at 9:00 AM at Delaware Technical Community College's Terry Campus in Dover. At the meeting councilmembers will look at the proposed agreement with Sallie Mae and make a recommendation to the division director on whether to approve it.

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