



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

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Job Board Posting



Careers.Indigenous.Link

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Client Relationship Manager, Agriculture Banking (18 month Contract - Eastern Ontario)

Job ID	195549-en_US-6403	
Web Address	https://careers.indigenous.link/viewjob?jobname=195549-en_US-6403	
Company	Scotiabank	
Location	Kemptville, ON	
Date Posted	From: 2024-05-27	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 195549

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. About the role The Client Relationship Manager (CRM) contributes to the overall success of the Commercial Bank in Canada ensuring specific individual goals, plans, initiatives are executed / delivered in support of the team's business strategies and objectives. Ensures all activities conducted are in compliance with governing regulations, internal policies and procedures.

The CRM is responsible for ensuring effective relationship management and conducts sales planning and fulfills the execution of service for existing customer base. The incumbent is also responsible for analysis and completion of credit applications. This specific role will assume management of an established portfolio along with expected business development activities in the region of Eastern Ontario with the in-office location at 300 Colonnade Drive, Kemptville. This is a hybrid work arrangement. You will require a vehicle and will be reimbursed for mileage as you will spend some of your time away from an office/Branch environment travelling to conduct client/customer meetings. Customer needs are frequent and at times outside of standard office hours.

Key Responsibilities

- Promotes the development and profitable growth of the commercial banking portfolio in an assigned market area
- Builds and maintain a market profile in an assigned market area with both internal and external contacts
- Manages an assigned credit portfolio for authorizations of \$3MM upto \$25MM at an acceptable level of risk
- Develop and implement a marketing strategy to maximize business development opportunities for sustainable growth;
- Develop sales plans for prospects and existing customers;
- Identifying prospects/referrals from other internal/external networks;
- Analyzing prospect lists and prioritizing business development opportunities based on market data and customer analytics;
- Partner with internal resources for non-credit related products
- Referring customers and prospects to the appropriate Commercial Banking segment and partners as appropriate.
- Planning and completing relationship activities that generate sales opportunities and/or provide value to clients;
- Building and maintaining an awareness of local market and general economic conditions
- Champions a high performance environment and contributes to an inclusive work environment.

What we're offering

- The opportunity to join a forward-thinking organization surrounded by a collaborative team of innovative thinkers
- A rewarding career path with diverse opportunities for professional development
- A competitive compensation and benefits package
- Internal training to support your career growth and enhance your skills
- An organization committed to making a difference in our communities for you and our customers

Location(s): Canada : Ontario : Kemptville || Canada : Ontario : Cornwall || Canada : Ontario : Kingston

Scotiabank is a leading bank in the Americas. Guided by our purpose: "for every future", we help our customers, their

families and their communities achieve success through a broad range of advice, products and services, including personal and commercial banking, wealth management and private banking, corporate and investment banking, and capital markets.

At Scotiabank, we value the unique skills and experiences each individual brings to the Bank, and are committed to creating and maintaining an inclusive and accessible environment for everyone. If you require accommodation (including, but not limited to, an accessible interview site, alternate format documents, ASL Interpreter, or Assistive Technology) during the recruitment and selection process, please let our Recruitment team know. If you require technical assistance, please [click here](#). Candidates must apply directly online to be considered for this role. We thank all applicants for their interest in a career at Scotiabank; however, only those candidates who are selected for an interview will be contacted.

For more information, visit [Scotiabank for Client Relationship Manager, Agriculture Banking \(18 month Contract - Eastern Ontario\)](#)