



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.

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Job Board Posting



Careers.Indigenous.Link

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Director, Business Development, International Private Banking

Job ID	199528-en_US-5921	
Web Address	https://careers.indigenous.link/viewjob?jobname=199528-en_US-5921	
Company	Scotiabank	
Location	Toronto, ON	
Date Posted	From: 2024-05-30	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 199528

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. What you will be doing: The Director is responsible for increasing the reach and the capabilities of the Private Banking business across Scotiabank's international footprint. The Director will lead and achieve strategic business objectives to grow International Private Banking's business by optimizing revenue potential, finding new trends, analyzing markets and competitors, identifying and prioritizing opportunities for current and potential new markets, creating business plans to take advantage of identified opportunities, and ensuring that these are timely and efficiently implemented. A natural relationship builder, the incumbent will invest in developing and maintaining internal & external networks that reliably and effectively support the growth of the business. Through the proactive recognition of new opportunities for the IPB business, the incumbent will drive the development of detailed business plans with senior leadership to achieve the strategic objectives of the area, fostering innovative and scalable solutions, while optimizing profitability, finding new sources of revenues, and ensuring the delivery of long-term sustained growth.

- Oversees the design and development of strategies aimed to increase revenues, reduce costs, expand the IPB business, optimize resources, and ensure long-term profitability.
- Leads the identification of new market opportunities and possibilities of expanding the business, and builds the strategic partnerships required to take advantage of those opportunities.
- Proposes and develops internal and external strategic alliances to increase IPB capabilities and competitive advantage.
- Oversees internal assessments of the cost structure of the IPB business across our international footprint, to identify cost-cutting opportunities, and optimize expenses.
- Conducts market research, gathers client feedback, and collaborates with internal teams across our footprint to foster innovation. Gains insights into market trends, and competitive landscape. Analyzes data and gathers information to identify potential growth opportunities and understand the market dynamics.
- Leads the strategic planning process, and sets ambitious goals based on new and identified growth opportunities. Develops metrics and kpi's to evaluate the success of the strategic plan, and tracks implementation against these indicators.
- Leads research about new technologies on the Private Banking arena, assessing the potential impact of adopting and integrating those technologies into the growth strategy of the business.
- Supports the implementation of the Private Banking Value Proposition and Wealth Lending strategies, coordinating with the accountable leaders in every jurisdiction that the initiatives are implemented in a scalable and efficient way.
- Determines strategic objectives and goals for business development efforts. These include, but are not limited to, revenues, market expansion, customer acquisition, and products and services development objectives. Regularly refines de strategies to adapt to new market conditions and competitive environment.

The role requires dynamic leadership, intellectual curiosity and an entrepreneurial mindset. The primary purpose of the position is to generate and organize initiatives and activities that helps increase business expansion and profitability of private banking across the IWM footprint. Is this role right for you In this role you will: Client centric focus

- Builds expert knowledge of major clients and prospects, market, competition, and economic factors, while having

robust understanding of key business issues and trends.

- Identifies and communicates leads for client acquisition and drivers for client primacy across the IPB footprint.
- Demonstrates and apply deep market knowledge and external relationships within the private banking space, to support business development goals and the acquisition of new business.
- Engages with Marketing and Relationship Management teams with reviewing client/partner satisfaction results and implementing a course of action to improve ratings and grow in the marketplace.
- Leads and drives a performance driven and client centric culture throughout the Pacific Alliance markets (Mexico, Peru, Colombia and Chile), CCAU (Cayman, Bahamas, Jamaica, Panama and Costa Rica) and offshore (Toronto), to grow the IPB business across clients' onshore and offshore needs.

P & L Management

- Contributes to the multi-year business growth of IPB (through the annual planning cycle), sales, client growth and retention goals for the unit.
- Develops multi-year plan for the profitable growth of the IPB client base based on client segmentation data, market/economic conditions, IWM objectives and competitive positioning, and translate these into meaningful and actionable objectives for IPB business units in the countries.
- Leads cost optimization strategies and implements those based on the strategic direction of the business.

Business Plans

- Orchestrates all the IPB business plans, with a focus on profitability, cost management, and implementation, ensuring on-time delivery, regular assessments against targets and standards, performance appraisals, and business impact.
- Works closely with and developing strong relationships with all relevant partners, including International Investment Advisory (IIA), Jarislowsky Fraser (JF), International Wealth Structuring (IWS) and International Corporate and Commercial Banking (ICCB), Affluent team (IB Retail) and IB Marketing.
- Analyzes new market trends, develop thorough understanding of the needs of private banking clientele, the competition, and regulatory and compliance environments and changes.

Product Development and Innovation

- Identifies growing opportunities and trends in product development and client servicing, and implement strategies to achieve sustainable growth.
- Conducts market research, analyses competitive forces, gathers client feedback, and collaborates with internal and external team to drive innovation in the business.
- Supports the implementation of business plans and initiatives across IPB footprint, enhancing their understanding of Private Banking servicing offering, value propositions and pricing models.
- Designs and develops frameworks to assess new business opportunities and to analyze market trends in the IPB space.

Talent Management

- Creates an environment in which the team maintains effective and efficient operations of their respective areas, while ensuring the adequacy, adherence to and effectiveness of day-to-day business controls to meet obligations with respect to operational risk, regulatory compliance risk, AML/ATF risk and conduct risk, including but not limited to responsibilities under the Operational Risk Management Framework, Regulatory Compliance Risk Management Framework, AML/ATF Global Handbook and the Guidelines for Business Conduct.
- Builds a high-performance environment and implements a people strategy that attracts, retains, develops, and motivates their team by fostering an inclusive work environment, communicating vision/values/business strategy, and managing succession and development planning for the team.

Leadership and Governance

- Ensures superior quality client service, ensure a smooth and efficient operational routine is in place, and ensure that daily and periodic management controls are effective.
- Performs reviews of all new business; including deposit and lending providing authorization as required.
- Adheres to Bank and Branch security procedures with respect to assigned authorities and responsibilities. Review client complaints to determine what, if any, compliance issues/trends are in evidence.
- Familiar with Know Your Customer (KYC) and AML/ATF policies
- Ensures familiarity with all relevant AML/ATF Regulations which impact the business.
- Reviewing customer transactions and activity according to established policies and procedures through the daily review of the AML Reports
- Submitting required AML/ATF reports such as Unusual Transaction Reports (UTRs)

- Assisting in obtaining additional information from customers on SARs, UTRs, KYC, etc, as required
- Ensuring that training on AML/ATF matters is provided within established policies and procedures
- Participate in other assignments as required.

Do you have the skills to enable you to be successful in this role We would love to work with you if you have

- The incumbent must have an excellent knowledge of all Private Banking and Wealth Management products and services as well as a thorough understanding of commercial and retail credit principles.
- In-depth knowledge in developing, managing, and implementing complex business plans.
- Strong understanding of the PB markets business and political environment in IWM footprint
- Proven leader of large teams in a dynamic, complex, customer-oriented environment
- A sophisticated strategic approach which is solution based and that leverages the strength and capabilities of the organization
- Strong organization & self-management skills to convert strategic objectives and plans into measurable results.
- Exceptional presentation, communication, and interpersonal skills
- Ability to keep up to date on past, current, and future trends in the financial services industry
- Pro-active, self-starter with the ability to use exemplary leadership skills to maximize sales
- Superior leadership: demonstrated ability to lead, manage, coach, and motivate a team of highly independent and effective professionals with a proven talent for optimizing team synergies and divisional collaborations

Location(s): Canada : Ontario : Toronto

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 Director, Business Development, International Private Banking](#)