



# 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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## National Consultant, Partnerships - Ontario

<b>Job ID</b>	<b>200363-en_US-9430</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=200363-en_US-9430">https://careers.indigenous.link/viewjob?jobname=200363-en_US-9430</a>	
<b>Company</b>	Scotiabank	
<b>Location</b>	Kingston, ON	
<b>Date Posted</b>	From: 2024-06-18	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Finance

### Description

Requisition ID: 200363

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. National Consultant, Partnerships, Scotia iTRADE (Online Brokerage), Canadian Wealth Management

#### Purpose

Contributing to the overall success of the Sales & Partnerships team at Scotia iTRADE, the National Consultant's mandate is to expand Scotia iTRADE's sales reach through various distribution channels while being assigned to support specific assigned business line partner and geographic regions. The National Consultant will lead business development activities to proactively build brand awareness and provide exceptional sales and service support to partners and their clients.

#### Key Accountabilities

- Champions a partner and customer focused culture to deepen client relationships and leverage broader Bank relationships, systems and knowledge.
- Understand how the Bank's risk appetite and risk culture should be considered in day-to-day activities and decisions.
- Pursue effective and efficient operations of his/her 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, Guidelines for Business Conduct and Global Sales Principles.
- Champion and contribute to a high performance and inclusive environment

#### Customer Focus / Results Focus (Scotia iTRADE client acquisition):

- Undertake, support and deliver direct sales initiatives targeting internal and/ or external channels to create broader awareness of Scotia iTRADE and drive profitable relationships.
- Ensure seamless onboarding is provided for all partner referrals by collaborating with internal partners (i.e. sales team, operation & regulatory, etc.)

#### Communication (Self-Directed Investing Subject Matter Expert):

- Establish presence as key partner contact to triage any white glove onboarding need and to support any urgent partner and/or client escalations
- Develop and maintain an awareness of competitors' products, services, and marketing initiatives; and be able to articulate how Scotia iTRADE products/services provide superior value.

#### Building Partner Relationships and Strategic Influencing:

- Support the sales process by cultivating and building relationships with front line sales advisors, managers and leaders within assigned partner business line and geographic regions
- Lead partner engagement initiatives to increase overall brand awareness of Scotia iTRADE in assigned partner channels
- Lead business development efforts on campaigns and special projects to accelerate business growth in assigned

partner channel (i.e. targeted client campaigns on referrals to Bank partners)

- Create and deliver tailored training, presentations, resources and guides to provide partner education and support initiatives both in-person and virtually
- Leverage technology (i.e. SharePoint, Viva Engage, etc.) to interact with internal partners
- Delivering regular KPI reports to assigned partner leaders to recognize wins and opportunities

Personal Development and Team Mindset:

- Take ownership of Personal Development Plan and, work with manager to develop skills, behaviours and competencies required to achieve goals.
- Contribute to effective team morale and employee relations through positive interaction with Sales & Partnerships team and management.
- Participate and support change initiatives with the team while learning and embracing new procedures, technologies and processes.

Dimensions

Sales Goals (metrics will vary by geography):

- Partner Referrals
- New Funded Accounts
- Assets under Administration (AUA)
- Revenue
- Engagement Activities
- Client Acquisition
- Onboarding High Net Worth and Active Trading Relationships
- Success will be determined by the incumbent's ability to achieve sales growth targets of Scotia iTRADE products throughout internal and / or external distribution channels in their assigned partner regions, in line with Global Sales Principles.
- The incumbent operates using influence as well as direct authority.
- The incumbent will receive coaching from the Senior Manager, Sales & Partnerships and guidance from the Director.

Education / Experience

- University degree or work equivalency
- Thorough understanding of Scotia iTRADE products, process, policy and services to be able to provide a high level of service & support while displaying confidence & expertise
- Familiar with Wealth Management and Banking industry competitor offerings and products
- Thorough understanding of the roles, responsibilities, resources and processes of branch and wealth management partners
- Minimum of 5 years industry experience in a sales, relationship, or account management role
- Excellent verbal communication and presentation skills
- Strong negotiation and influencing skills
- Extremely proactive, can work well independently or in a team setting and demonstrates a high degree of perseverance
- Successful completion of Canadian Securities Course and registered or progressing towards IIROC IR (Investment Representative) license is preferred
- Experience working with standard Microsoft Office applications (i.e. Excel, PowerPoint, SharePoint) and Salesforce CRM

Working Conditions

- Must be willing to work outside of regular business hours from time to time
- Regular travel within the incumbent's assigned partner regions (and occasionally outside of it) will be required
- The incumbent may work from home and on the road to provide mobile support for internal partner and client events at the discretion of the business
- Work location: Kingston / London / Hamilton

Location(s): Canada : Ontario : London || 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 National Consultant, Partnerships - Ontario](#)