



# 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:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

# Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/06/30

## Bilingual Senior Manager (Spanish), Offshore Investments, GTB - Toronto

<b>Job ID</b>	201023-en_US-3530	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=201023-en_US-3530">https://careers.indigenous.link/viewjob?jobname=201023-en_US-3530</a>	
<b>Company</b>	Scotiabank	
<b>Location</b>	Toronto, ON	
<b>Date Posted</b>	From: 2024-06-28	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Finance

### Description

Requisition ID: 201023

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. Global Transaction Banking

Global Transaction Banking (GTB) is the payments and transaction engine of Scotiabank. We support Small Business, Commercial and Corporate clients with effective treasury management solutions coupled with a best-in-class service model, making it easy for clients to do business with us.

As businesses build their digital capabilities and transform their operating models, their payment needs are evolving too. Boasting a unique global footprint, GTB's comprehensive suite of innovative banking solutions help our business clients generate operational efficiencies, streamline and simplify payments, improve working capital performance, and mitigate financial risk.

At Scotiabank, we embrace your strengths, ideas, and ambitions. GTB is a fast-growing team with a focus on the Americas, particularly Canada, the U.S., Mexico, and we are seeking top tier talent to complement our organization.

Join a purpose-driven winning team, committed to results, in an inclusive and high-performing culture. Purpose Manage the Offshore Deposit Portfolio in Toronto for GBM and Corporate & Commercial customers primarily located in the Pacific Alliance Countries (PAC) ensuring business strategies, plans and initiatives are executed / delivered in compliance with governing regulations, internal policies, and procedures. What You'll Do:

- Champions a customer focused culture to deepen client relationships and leverage broader Bank relationships, systems and knowledge.
- Support short- and long-term strategies that contribute to the sustainable growth, profitability, and overall success of the applicable Toronto Offshore Deposit Portfolio by:
  - Identifying segment and/or market specific opportunities for, or obstacles to, deposit growth.
  - Support profitability objectives and product mix for each portfolio and set interest expense targets
  - Support the development of program development that to increase market share, maintain competitive position and enhance profitability
  - Support the development and maintenance of Product, Procedures, and their governance policies
  - Contributing to the development and execution of initiatives that support Bank wide deposit and profitability strategies.
- Contribute to ICCB and Global Business Payments (GBP) Partners vision and strategy to guide the future growth of the Toronto Offshore Deposit Portfolio across diverse markets by:
  - Aligning the applicable Deposit Portfolios' strategies with Divisional and GBP Partners
  - Supporting the formulation and communication of strategic goals and objectives that are aligned to/with senior management in these markets, and as necessary, the local/regional deposit and corporate/commercial roadmaps
- Manage the development, maintenance and use of Toronto Offshore Deposit Portfolio measurement tools by:
  - Managing the design and development of key financial reports for both Business Deposit Products Portfolios, including product, segment and country profitability, performance, and sales results.
  - Managing the development, delivery and better understanding of key financial and performance measures and key

metrics.

- Support Pricing Strategy for underlying products of the Toronto Offshore Deposit Portfolio by:
    - Analyzing, reviewing, and adjusting as necessary, Standard Account products and Term Deposit Interest Rates
    - Work with Treasury (and other stakeholders) in establishing FTP rates to maximize portfolio profitability
    - Evaluating potential new products, enhancements, trends, positioning alternatives, pricing plans and product distribution systems.
    - Providing support, technical expertise and guidance to sales staff and distribution channels for high potential complex/customized customer requirements and special pricing requests.
    - Supporting improvement International Corporate and Commercial Banking's customer experience through the refinement of policies, practices and processes related to the Offshore Deposit Portfolio.
  - Manage the development, execution and enhancement of the Deposit Gathering Program for the Toronto Offshore Deposit Unit by:
    - Ensuring that the program is defined and documented
    - Ensuring that activities (e.g., sending indicative rates, transaction execution and confirmation) are program compliant and executed on a timely basis
    - Ensuring operational and systems issues are identified, and solutions implemented by the appropriate operational and systems departments.
    - Ensuring that internal reports and customer statements are accurately produced and distributed in a timely manner.
  - Manage the Onboarding and Client Remediation for the Toronto Offshore Deposit Portfolio by:
    - Ensuring the adequacy, adherence to and effectiveness of day-to-day business controls to meet obligations of the Know your Customer (KYC) and applicable Risk Management policies
    - Ensuring that KYC and applicable Risk Management policies are understood and complied with by all staff
    - Ensuring that information collected can be relied upon in support of KYC and applicable Risk Management policies
    - Safeguarding the Bank's assets and liabilities by maintaining adherence to the Guidelines for Business Conduct, by reporting any unusual occurrences or fraudulent activities as per established procedures.
  - Collaborates on the profitable development of Toronto Offshore Deposit Portfolio by:
    - Building strategic relationships and alliances with internal & external partners and stakeholders (e.g., Major Deposit Clients and Regional Portfolio Leadership & Corporate & Commercial Heads as well as Regional and Local Treasurers)
    - Collaborate with partners to evolve Offshore Deposit Portfolio in Toronto according to the guidelines and goals of the Deposit Gathering Program.
    - Ensuring the timely analysis, structure and presentation of deposit proposals within the target regions
    - Ensuring that proposals are within the bank's Risk Appetite and that of the Customer's country of origin.
  - Understand how the Bank's risk appetite and risk culture should be considered in day-to-day activities and decisions.
    - Actively pursues effective and efficient operations of their respective areas in accordance with Scotiabank's Values, its Code of Conduct and the Global Sales Principles, while ensuring the adequacy, adherence to and effectiveness of day-to-day business controls to meet obligations with respect to operational, compliance, AML/ATF/sanctions and conduct risk.
    - Champions a high performance environment and contributes to an inclusive work environment.
- What You'll Bring:
- Excellent communication/interpersonal/negotiating skills.
  - Previous experience in Deposit gathering, Deposit portfolios management and/or Sales management.
  - Degree/post graduate degree preferably in finance, business or strategy and/or several years of management/relevant experience.
  - Detailed understanding of the products/services he/she holds accountability.
  - Solid knowledge of Funds Transfer Pricing and outside market and competitive products.

- Knowledge of risk management process, procedures and some exposure to audit disciplines and techniques gained through practical experience.
- Leadership skills to motivate and guide a diverse group working.
- Thorough knowledge of the Bank's policies & procedures and their relationships within the Bank.
- Fluency in Spanish is required.

Work Arrangement:

- Work in a standard office-based environment
- Standard business hours
- Holidays follow US market holidays
- Limited international travel

#LI-Hybrid

Interested

If your experience is closely related but doesn't align perfectly with every qualification, we do encourage you to apply - you might be the right candidate for this or other roles at Scotiabank!

At Scotiabank, every employee is empowered to reach their fullest potential, respected for who they are and, embraced for their differences. That's why we work to grow and diversify talent and engage employees in a performance-oriented culture.

What's in it for you

Scotiabank wants you to be able to bring your best self to work & life, every day. With a focus on holistic well-being, our many flexible benefit programs are designed to help support your unique family, financial, physical, mental, and social health needs. 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 Bilingual Senior Manager \(Spanish\), Offshore Investments, GTB - Toronto](#)