



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

Date Printed: 2024/06/30

Director and Group Lead, Commercial Banking - London, Ontario

Job ID	201401-en_US-8076	
Web Address	https://careers.indigenous.link/viewjob?jobname=201401-en_US-8076	
Company	Scotiabank	
Location	London, ON	
Date Posted	From: 2024-06-27	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 201401

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. Director and Group Lead, Commercial Banking Distribution - London, Ontario The Director and Group Lead, Commercial Distribution is responsible for managing a mid-market (and/or core) team that contributes to the overall success of the Commercial Bank. This includes meeting financial objectives related to the profitable growth and retention of the team's assigned portfolio of Commercial clients as well as understanding client and business trends, local markets and leading a strategy that deepens relationships by leveraging internal partners to provide holistic solutions for our clients. The role carries responsibility for the Mid-Market (and/or Core segments) and oversees activities that involves varying degrees of complexity, depending on the segments. We are looking for a sales leader who can drive and grow the business and someone who has the skills to invest in people development. Is this role right for you

- Do you have expert sales management, relationship building and leadership skills, along with the ability to influence and motivate others
- Do you thrive on opportunities to set a positive example of change and encourage others to do the same
- Would you classify yourself as having an expert knowledge of Canada's financial services marketplace and of the assigned market area's key industries, major customers and competitive positioning within the assigned market areas
- Do you possess tactical planning skills and implementation/management skills
- Have you had experience in a role that exercises a high degree of independent judgement and discretion with respect to the frequency and duration of sales management activities and within the context of approved budgets, authorities and Bank policies

Do you have the skills that will enable you to succeed in this role - We'd love to work with you if:

- You are an expert and/or strong commercial banking experienced individual.
- Have proven strong people skills/leadership, sales management and coaching techniques in combination with relationship building skills and strong sales/closing capabilities.
- You would classify yourself as an expert around credit skills and a working knowledge of financial analysis, risk analysis techniques, credit adjudication and the Bank's lending policies/procedures.
- External education and/or licensing prerequisites: minimum post secondary diploma/degree ideally in Business or Economics or work equivalency.
- Ability to develop and execute tactical plans for the team that includes an understanding of client and business trends in your assigned market, business development, development of internal and external networks and overall share of wallet growth.
- Support and guide the Associate Group Lead in enforcing sound credit principals that keep with industry policies, as well as internal standard operating procedures.
- This role requires extremely strong organizational skills that can handle the stress involved in a fast-paced role that will pull you in many directions and be able to constantly reprioritize throughout the day, many of which present problems or

opportunities which must be handled immediately.

What's in it for you

- This is your opportunity to report to the Vice President and Head, Commercial Banking and manage a team
- Direct Reports: Senior Client Relationship Managers (SCRMs), Client Relationship Managers (CRMs) and Associate Group Lead.
- Indirect Reports: Client Service Specialists (CSS) and Credit Analysts (CA)
- The opportunity to make a difference and build a top quartile team.
- An opportunity to work with an organization committed to making a difference in our communities – for you and our customers.
- The opportunity to join a forward-thinking organization surrounded by a collaborative team of innovative thinkers
- The opportunity to work closely with the Associate Group Lead to oversee various responsibilities.

Working Conditions:

- This role works in a standard office environment.
- Frequent travel is required and you will require a vehicle. Frequent interruptions, ad hoc requests and unplanned operating issues, along with constantly changing priorities contribute to the high demands placed on this role.
- Non-standard working hours are a regular occurrence.

#IN-CBLocation(s): Canada : Ontario : London

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 and Group Lead, Commercial Banking - London, Ontario](#)