



# 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

## Client Solutions Advisor- Richmond Hill Region

<b>Job ID</b>	<b>201493-en_US-2398</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=201493-en_US-2398">https://careers.indigenous.link/viewjob?jobname=201493-en_US-2398</a>	
<b>Company</b>	Scotiabank	
<b>Location</b>	Richmond Hill, ON	
<b>Date Posted</b>	From: 2024-06-27	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Finance

### Description

Requisition ID: 201493

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. Retail Sales Solutions Advisor We are actively recruiting experienced Retail Sales Solution Advisor in Richmond Hill Area. Job Overview: As a Retail Sales Solutions Advisor you will be responsible for onboarding customers that have purchased a mortgage through our indirect mortgagesalesforce. Your role will be to deepen customer relationships through the sale of banking solutions. Is this role right for you As a Retail Sales Solutions Advisor you're results focused, driven, have strong sales acumen, and love meeting new people. You will be responsible for developing and maintaining a relationship of mutual trust and confidence with customers, Mortgage Brokers, and key Scotiabank partners including Home Financing Advisors (HFAs), Broker Relationship Managers (BRMs), Home Financing Lending Managers (HFLMs), Underwriters and other branch employees to ensure successful transition of the customer. You're willing to work variable hours including weekends and evenings and you're available to meet customers at times that are convenient for them both in person and virtually. You possess and maintain a valid driver's license and have access to a vehicle during working hours.

Do you have the skills that will enable you to succeed in this role We'd love to work with you if: You have proven experience excelling in a sales environment (across any industry), 2+ years of sales experience is preferred. You enjoy the challenge of exceeding targets, and you can effectively manage changing priorities. You have previous experience of achieving objectives relating to sales results, effective customer hand-off, and adherence to compliance for products delivered and services offered. You're a relationship builder who is focused on providing a great customer experience and deepening relationships with both new and existing customers.

What's in it for you Supportive environment with coaches that are inspired to help you exceed your goals. The tools you need to be successful providing customers with advice and product solutions. Lucrative compensation package that includes base salary and quarterly compensation, putting you in control of how much you can earn. Unique lead generation program, where we provide you, pre-approved customer leads to generate your sales from

Location(s): Canada : Ontario : Richmond Hill

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 Solutions Advisor- Richmond Hill Region](#)