



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: 2024/07/27

Market Lead, Scotiabank - Toronto

Job ID	202799-en_US-6271	
Web Address	https://careers.indigenous.link/viewjob?jobname=202799-en_US-6271	
Company	Scotiabank	
Location	Toronto, ON	
Date Posted	From: 2024-07-24	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 202799

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. Market Lead, Scotiabank - Toronto is this role right for you

As the Market Lead, you lead the overall success of Scotiabank / Canadian Wealth Management Estate Administration Team by ensuring specific individual goals, plans, initiatives are executed / delivered in support of the team's business strategies and objectives. You ensure all activities conducted are in compliance with governing regulations, internal policies and procedures. In this role, you will:

- Lead a client focused culture to deepen client relationships and leverage broader Bank relationships, systems and knowledge.

- Act as leader for Branch/Region, responsible for the achievement of defined revenue production goals and management of P&L.

- Lead a team of relationship managers responsible for the development of new business, maintenance of existing books and client service, and administration of accounts, all in the estates and trust business.

- Be responsible for identification, management, retention of high net worth/ultra-high net worth prospects in specific markets. Responsible for developing client acquisition strategies, maintaining a prospect sales pipeline in order to generate sustainable and profitable growth.

- The role is focused on the development and cultivates the growth of new and existing client and partner relationships, Centres of Influence, as well as business development through our Retail Wealth Management Consultants and Scotia Wealth Management and commercial banking partners.

- Be responsible for coaching, mentoring and managing the performance of trust and estate professionals to facilitate the delivery of profitable high quality wealth management services to meet client needs.

- Responsible for the assigned branches' revenue/plan goals, is the branch lead on Key Performance Indicators.

- Lead a high performance environment and implements a people strategy that attracts, retains, develops and motivates their team by fostering an inclusive work environment; communication vision/value/business strategy and managing succession and development planning for the team. Acts as the lead change agent especially related to new procedures and business development.

- Understand how the Bank's risk appetite and risk culture should be considered in day-to-day activities and decisions. Limit corporate risk exposure by ensuring that account administration is carried out in compliance with defined policies and procedures and audit standards, including escalation of issues to the Discretionary Powers Council as appropriate.

- Actively pursues 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 and the Guidelines for Business Conduct. Do you have the skills and requirements that will enable you to succeed in this role? We'd love to work with you if have:

• Post-Secondary Degree/Diploma (preferred)

• Proven sales and leadership success

• Estate and Trust knowledge

• Specific regulatory or compliance knowledgeLocation(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 Market Lead, Scotiatrust - Toronto](#)