



# 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.Link's 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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## Director, National Accounts, Commercial Banking - Calgary

<b>Job ID</b>	138123-en_US-2096	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=138123-en_US-2096">https://careers.indigenous.link/viewjob?jobname=138123-en_US-2096</a>	
<b>Company</b>	Scotiabank	
<b>Location</b>	Calgary, AB	
<b>Date Posted</b>	From: 2022-01-24	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Finance

### Description

Requisition ID: 138123

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. Be part of this winning team! In this role you would manage a portfolio of highly complex clients in National Accounts in a defined market area, in Canada. Ensuring business strategies, plans and initiatives are supported in compliance with governing regulations, internal policies and procedures

- Is this role right for you

- You would lead and drive a customer focused culture throughout their team to deepen client relationships and leverage broader Bank relationships, systems and knowledge.
- Promote the development and profitable growth of the commercial banking portfolio as part of National Accounts in the assigned market area.
- Develop and implement a structured marketing strategy to maximize business development opportunities for sustainable growth.
- Develop strategic sales plans for prospects and existing customers.
- Identify prospects/referrals from both internal/external networks.
- Analyze prospect lists and prioritizing business development opportunities based on industry/market data and customer analytics.
- You would partner with the National Accounts Execution Team, who has primary responsibility for credit deal structuring, negotiation.
- You would be determining pricing for existing customer relationships in addition to proposed financing for any prospects, ensuring a satisfactory level of profitability for one's overall book of business.
- Refer customers and prospects to the appropriate Commercial Bank segment and/or internal partners as appropriate.
- Pursue an aggressive business development program within the assigned market.
- Maintaining effective follow-up with prospects/referrals on any unsuccessful deals or bids.
- Update client or contact information accurately and in a timely fashion.
- Build and maintain a high market profile in the assigned market area with both internal and external contacts.
- Promote and encourage a strong relationship with the Execution teams for clients.
- Liaise with Client Portfolio Management for compliance monitoring and reporting actions as required.

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

- You have at least five years of commercial banking experience. We require an expert knowledge of the commercial banking marketplace in Canada, a thorough knowledge of the assigned market area's key prospects, major companies and competitive positioning within the assigned market area, and familiarity with the Loan Syndication market.
- You must also have a strong understanding of the Commercial Bank's objectives, strategies, structure, as well as its lending and deposit products and services.
- Have very strong interpersonal skills and communication skills are essential to this position. You must be able to effectively articulate views both within the Bank and externally in the marketplace.
- Strong PC skills are necessary, including a working knowledge of MS Word, Excel, PowerPoint, and other commercial systems and platforms.
- Excellent networking skills and interpersonal skills including strong communication skills (oral and written).
- Excellent relationship building and teamwork skills.
- Well-developed credit skills (i.e., able to qualify and assess credit worthiness of prospects).
- Strong negotiation skills.
- Broad knowledge of Bank's commercial lending and deposit products and services, and customer profitability model to provide integrated financial solutions.
- An undergraduate degree in business or economics (or work equivalency) is a requirement.

- What's in it for you

- This is your opportunity to be a champion in a high-performance environment and support a people strategy that attracts, retains, develops and motivates their team. By fostering an inclusive work environment; communicating vision/ values/business strategy and supporting succession and development planning for the team.
- This role reports to the Director and Head, National Accounts.
- Responsibility to manage a customer portfolio of complex and/or highly customized borrowing relationships, with credit authorizations of \$25MM+

and/or deposits >\$50MM+ (target account loading of approximately 20 - 35 borrowing relationships).

- To work with various partners across the Bank, including Corporate Banking, GRM and Shared Services.

- Participating in local professional and community events and associations to develop and expand network of contacts.

Working Conditions:

Work in a standard office-based environment; non-standard hours are a common occurrence. Frequent travel primarily domestically. Vehicle required. #IN-CBLocation(s): Canada : Alberta : Calgary

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, National Accounts, Commercial Banking - Calgary