



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.

Corporate Headquarters:
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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/01

Small Business Advisor - Cherryhill Village Mall, London, ON

Job ID	149372-en_US-2277		
Web Address	https://careers.indigenous.link/viewjob?jobname=149372-en_US-2277		
Company	Scotiabank		
Location	London, ON		
Date Posted	From: 2022-05-17	To: 2050-01-01	
Job	Type: Full-time	Category: Finance	

Description

Requisition ID: 149372

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. About the role What you'll be doing: Our Advisors are customer-centric and able to connect with people in a relatable way. As an essential member of the Canadian Banking Branch network, the focus is to provide exceptional service throughout the customer's journey by:

- Manage an assigned portfolio of high value and/or complex small business owner relationships to achieve retention and other negotiated goals while meeting Scotiabank's Service Standard
- Creating a strong presence within the local business community by developing relationships with various Centres of Influence
- Proactively engage with new and existing clients to build strong, ongoing relationships and provide comprehensive advice, enabling them to build successful businesses
- Partner with fellow advisors to create a customer centric environment

What you have:

- You possess a results oriented attitude and have sound knowledge of the small business market including the features and benefits of small business products and services, including; an understanding of financial statements, applicable risk management policies and legal and security documentation for small business products
- You demonstrate excellent business development techniques and are conversant with small business legal structures and life cycles, competitor offerings and alternate sources of financing
- You have good organizational skills and are flexible to adapt to a constantly changing environment
- You are a strong relationship builder and communicator; and enjoy meeting people and are proficient at collaborating with others
- You have an education in a business related discipline or equivalent work experience as a small business owner
- Valid driver's license and access to a reliable vehicle

What we're offering:

- The opportunity to join a forward-thinking company with the ability to collaborate with other business lines within the bank
- A rewarding career path with diverse opportunities for professional development
- A competitive compensation and benefits package
- Internal training to support your growth and enhance your skills
- An organization committed to making a difference in our communities; for you and our customers

Location(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 Small Business Advisor - Cherryhill Village Mall, London, ON