



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: 2024/05/02

Senior Investment & Personal Banking Specialist (Mall Champlain)

Job ID	149454-en_US-8595	
Web Address	https://careers.indigenous.link/viewjob?jobname=149454-en_US-8595	
Company	Scotiabank	
Location	Brossard, QC	
Date Posted	From: 2022-05-17	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 149454

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. About the role As a Senior Investment & Personal Banking Specialist, you are customer-centric and able to connect with people in a relatable way. As an essential member of the Canadian Banking Branch network, your focus is to provide exceptional service throughout the customer's journey.

Is this role right for you In this role, you will:

- Be passionate about financial sales as well as delivering trusted financial advice to customers
- Provide a full range of customized financial solutions using a financial planning approach
- Understanding customers' financial goals and preferences, analyzing their needs and recommending the appropriate strategies and solutions to help them achieve their goals
- Focus on complex solutions and comprehensive financial planning
- Be results-driven
- Be highly engaged
- Demonstrate a collaborative approach when dealing with peers, customers, and partners
- Build relationships, focusing on providing a great client experience and growing long-standing relationships with existing customers

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

- A minimum two years of related experience selling investment and credit products
- Demonstrated sales management experience and the ability to market Scotiabank
- The ability to build strong relationships focused on providing a great client experience and growing relationships with existing customers
- A license to sell mutual funds and working towards the CFP Diploma in Financial Planning (or Bank recognized equivalent)

What's in it for you

- A competitive compensation and benefits package customized for Retail Banking
- Ability to make a lasting impact on customers
- An organization committed to making a difference in our communities – for you and your customers
- An assigned book of mid to high affluent customers
- Ability to provide complex solutions and comprehensive financial planning
- You’ll receive clear transparent criteria to progress in your career

Location(s): Canada : Quebec : Brossard

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 Senior Investment & Personal Banking Specialist \(Mall Champlain\)](#)