



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

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/03/28

Senior Associate/Associate Director, Roynat Capital - Winnipeg

Job ID 161748-en_US-1135

Web Address

https://careers.indigenous.link/viewjob?jobname=161748-en_US-1135

Company Scotiabank

Location Winnipeg, MB

Date Posted From: 2022-09-29 To: 2050-01-01

Job Type: Full-time Category: Finance

Description

Requisition ID: 161748Roynat Capital, a wholly owned subsidiary of Scotiabank, is a national lender and investor with expertise in providing innovative long-term capital solutions for mid-sized companies utilizing senior term, subordinated debt, as well as mezzanine capital and common share equity. We provide tailored solutions to clients for acquisitions, business expansions, wealth monetization, and working capital enhancement. With a national presence in Canada in major markets, Roynat assists growth-oriented companies in reaching their goals across a wide range of industries. Roynat Capital has a rich history as both a lender and an investor to mid-market companies across Canada. We are looking for a dynamic, organized self-starter who have the business development drive and shares our passion for helping businesses achieve their goals. For 60 years, our team of professionals is committed to delivering advice and creative financing & capital solutions to help mid-sized businesses grow and expand; execute mergers, acquisitions & divestitures; restructure debt, and provide equity capital. Team members with a business development drive, client-centric approach and have a strong emphasis on results will thrive in our entrepreneurial, growth-oriented environment. If you have a winning mindset and are proactive, resourceful, and deliver an exceptional client experience, we invite you to consider joining our team as an Associate Director (Sr. Relationship Manager) or as a Senior Associate (Relationship Manager). Preferred Qualifications

- Consistent track record of business development including prospecting, developing, and closing new client opportunities.
- Exceptional portfolio management skills, including proven ability to execute sales activities and manage sales pipeline.
- Excellent ability to establish and maintain a referral network to generate closed referrals.
- Outstanding negotiation and communication competences.
- Excellent relationship building and teamwork skills.
- Advanced credit underwriting experience.
- Advanced knowledge of the Canadian Commercial Banking marketplace.
- Combined 3 - 5 years of related commercial credit analysis and business development experience in a financial services environment.

- University degree in business, finance, accounting, or economics preferred.

What's in it for you

- Roynat welcomes diversity and wants you to add your unique value proposition to our entrepreneurial, growth-oriented environment.
- You'll be surrounded by people who are passionate about what they do.
- The work environment is stimulating, challenging and fun.
- Contribute to a team who focuses on clients first.
- Truly becoming an owner with our corporate Stock Purchase Plan.
- Generous long-term Pension Plan.
- Outstanding Benefit Plan.
- Extensive Annual Incentive Plan.
- A rewarding career path with diverse opportunities for professional development.

To become part of a truly amazing culture here at Roynat Capital apply today.

Working Conditions: Work in a standard office-based environment; non-standard hours are a common occurrence. Travel within the assigned territory may be required.

Roynat Capital and Scotiabank are equal opportunity employers and welcome applications from all interested parties. We thank you for your interest, however, only those candidates selected for an interview will be contacted.

#IN-CB Location(s): Canada : Manitoba : Winnipeg 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. Candidates selected for an interview will be contacted directly. If you require accommodation during the recruitment and selection process, please let us know. We will work with you to provide as seamless a recruitment experience as possible.

For more information, visit Scotiabank for Senior Associate/Associate Director, Roynat Capital - Winnipeg