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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Keewatin, ON P0X 1C0

Job Board Posting

Careers.Indigenous.Link

Date Printed: 2024/03/29

Business Banking Relationship Manager In Training - First Nations/Metis/Inuit Candidates

Job ID	**2D-6C-B3-63-F7-D8**	
Web Address	https://careers.indigenous.link/viewjob?jobname=2D-6C-B3-63-F7-D8	
Company	BMO Financial Group	
Location	Edmonton, Alberta	
Date Posted	From: 2022-08-05	To: 2022-10-04
Job	Type: Full-time	Category: Finance
Job Start Date	As soon as possible	
Languages	English	

Description

We invite all experienced and aspiring First Nations / Metis / Inuit professionals to apply to roles featured on BMO's Indigenous Careers landing page, as well as all of those on BMO's Careers page. Qualified First Nations / Metis / Inuit applicants applying through these postings will be considered for open job vacancies, where they exist, or added to our Indigenous Talent Network and matched to other upcoming opportunities.

Provides technical expertise for proactive credit analysis, structuring, pricing, and overall transactions assessment within the assigned portfolio / jurisdiction. Provides advisory supports to the team to provide insights on the accuracy and consistency of decisions relative to risk strategies, policies, and appetite. Identifies deficiencies and recommends corrective action plans. Makes credit and pricing decisions and recommendations in accordance with sound credit-granting principles in compliance with Bank policies and procedures.

Identifies prospective customers, and/or refers customers with Personal Banking and/or more complex needs to appropriate personnel.

Understands the local market and proactively develops relationships with centres of influence.

Develops internal and external networks and referral sources to ensure ongoing growth of BMO's business.

Answers inquiries and provides accurate information about business banking products and services.

Responds to information requests and follows established protocols.

Resolves or escalates issues.

Develops and maintains long-term, profitable relationships and expands organization's wallet share within the assigned portfolio.

Breaks down strategic problems, and analyses data and information to provide insights and recommendations.

Monitors and tracks performance, and addresses any issues.

Designs and produces regular and ad-hoc reports, and dashboards.

Coordinates the management of databases; ensures alignment and integration of data in adherence with data governance standards.

Builds change management plans of varying scope and type; leads or participates in a variety of change management activities including readiness assessments, planning, stakeholder management, execution, evaluation, and sustainment of initiatives.

Leads or participates in defining the communication plan designed to positively influence or change behaviour; develops tailored messaging; and identifies appropriate distribution channels.

Provides advice and support with a focus on unique and complex credit transactions; provides day-to-day technical support for team members.

Independently examines credit transactions and related reporting (e.g. exception reports) for adherence to transactional policies and procedures.

Develops risk profiles, credit structuring of lending proposals, and completes credit investigations.

Examines individual transactions for the designated portfolio and aggregates portfolio information to monitor, analyze, and report on the quality of credit activities and risk-related decisions.

Understands customer needs and offers financial solutions that meet customer goals.

Understands the local market and proactively develops relationships with centres of influence.
Develops internal and external networks and referral sources to ensure ongoing growth of BMO's business.
Recommends and implements solutions based on analysis of issues and implications for the business.
Delivers exceptional customer service to build trust by providing expertise, responsive service, and support.
Assists in the development of strategic plans.
Identifies emerging issues and trends to inform decision-making.
Develops solutions and makes recommendations based on an understanding of the business strategy and stakeholder needs.
Provides input into the planning and implementation of operational programs.
Provides advice and guidance to assigned business/group on implementation of solutions.
Ensures alignment between stakeholders.
Supports the execution of strategic initiatives in collaboration with internal and external stakeholders.
Helps determine business priorities and best sequence for execution of business/group strategy.
Conducts independent analysis and assessment to resolve strategic issues.
Builds change management plans of varying scope and type; leads or participates in a variety of change management activities including readiness assessments, planning, stakeholder management, execution, evaluation, and sustainment of initiatives.
Executes work to deliver timely, accurate, and efficient service.
Develops, maintains, and executes a business plan, including relationship management strategies, to achieve customer retention objectives.
Develops client rapport and instils confidence to develop credibility and earn their trust as relationship manager.
Identifies business needs, designs/develops tools and training and coaching programs to address observed trends and skill gaps; may include delivery of training to audiences.
Follows security and safeguarding procedures and applies due diligence in accordance with Bank's policies and ethical standards for the prevention of loss due to fraud, robbery, counterfeiting, money laundering, or defalcation.
Adheres to business banking lending processes, policies, procedures, legal, regulatory, audit, and ethical requirements.
Maintains the confidentiality of customer and Bank information in compliance with Bank policies and procedures.
Identifies risks and takes appropriate actions, including all documentation and other regulatory requirements to maintain operational integrity.
Focus is primarily on business/group within BMO; may have broader, enterprise-wide focus.
Exercises judgment to identify, diagnose, and solve problems within given rules.
Works independently on a range of complex tasks, which may include unique situations.
Broader work or accountabilities may be assigned as needed.
Qualifications:
Typically between 4 - 6 years of relevant experience and post-secondary degree in related field of study or an equivalent combination of education and experience.
Successful completion of CMS Compass Program or equivalent knowledge and experience - required.
Strong knowledge of business banking products, lending processes and loan documentation, and supporting policies, procedures, and technologies.
Strong experience with customer sales and service.
Technical proficiency gained through education and/or business experience.
Verbal & written communication skills - In-depth.
Collaboration & team skills - In-depth.
Analytical and problem solving skills - In-depth.
Influence skills - In-depth.
Data driven decision making - In-depth.
We're here to help
At BMO we are driven by a shared Purpose: Boldly Grow the Good in business and life. It calls on us to create lasting, positive change for our customers, our communities and our people. By working together, innovating and pushing boundaries, we transform lives and businesses, and power economic growth around the world.
As a member of the BMO team you are valued, respected and heard, and you have more ways to grow and make an impact. We strive to help you make an impact from day one - for yourself and our customers. We'll support you with the tools and resources you need to reach new milestones, as you help our customers reach theirs. From in-depth training

and coaching, to manager support and network-building opportunities, we'll help you gain valuable experience, and broaden your skillset.

To find out more visit us at https://jobs.bmo.com/ca/en.

BMO is committed to an inclusive, equitable and accessible workplace. By learning from each other's differences, we gain strength through our people and our perspectives. Accommodations are available on request for candidates taking part in all aspects of the selection process. To request accommodation, please contact your recruiter.

How to Apply

Click "Apply Now"