



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

Date Printed: 2024/04/24

Account Manager, Client Relations

Job ID	2F-2E-96-30-3B-EF	
Web Address	https://careers.indigenous.link/viewjob?jobname=2F-2E-96-30-3B-EF	
Company	Canada Mortgage And Housing Corporation (CMHC)	
Location	Toronto, Ontario	
Date Posted	From: 2019-08-12	To: 2019-08-24
Job	Type: Full-time	Category: Miscellaneous
Languages	English Essential	

Description

Sector: Client Solutions

Language Designation: English Essential

Language Skill Levels (Read/Write/Speak): ZZZ

Salary Range: \$74852.60 to \$93565.75

Position Status: Permanent Full Time

Weâ€™re not your typical government agency

Canada Mortgage and Housing Corporation (CMHC) exists for a single reason: to make housing affordable for everyone in Canada. Weâ€™re mobilizing the expertise and energy of governments, non-profits, lenders, developers, social entrepreneurs and co-ops to create the future of housing. At CMHC, we believe that everyone in Canada should have a place to call home.

Experience a Results-Only Work Environmentâ„¢ (ROWEâ„¢)

At CMHC, we trust you to get the job done. Weâ€™ve shifted from managing people to managing work. Each employee is 100% autonomous and 100% accountable. You can choose where you need to be and when you need to be there to meet your objectives. Youâ€™re in control of your time and are trusted to make the right decisions.

About the role

Weâ€™re constantly evolving to build an inclusive housing system through research, design, innovation and partnerships. In this exceptional opportunity to become a member of the Client Relationship Management team, you will promote CMHC services, mortgage loan insurance and Multi Unit Residential among key clients, while building and maintaining positive business relationships in an assigned portfolio and help us make housing affordable for everyone in Canada.

What you will need

- * A commitment to demonstrating CMHC values;
- * Knowledge of the mortgage initiation industry, particularly CMHC mortgage loan products and services; and Multi unit Business
- * Excellent marketing and business development skills, with a flair for delivering effective group presentations and training;
- * Well-developed client focus skills that demonstrate an ability to assess client needs, develop services to meet those needs and follow-up to ensure results;
- * Demonstrated ability developing and maintaining strategic relationships with key clients (internal and external);
- * Ability to apply organizational know-how and awareness, and analytical thinking in order to identify issues and make appropriate recommendations affecting client groups;
- * Strong written and oral communication skills, including the ability to speak and write clearly, succinctly and persuasively with/for a variety of audiences;
- * Excellent interpersonal (tact and diplomacy) skills including the ability to persuade others;
- * Excellent organization and time management skills enabling the balance of workloads and the prioritization of requests to meet deadlines with strong attention to detail;
- * Broad knowledge of CMHC's business, mandate and objectives an asset.

What you will be doing

- * Developing and adjusting a plan for communications, relations and activities with key clients, including Lenders, Brokers, and Multi clients other stakeholders;
- * Working closely with the Financial Institution Client Solutions Leadership team including the National Key Account Management team, to take a lead role in developing Ho and Multi client strategies and communicating the implementation tactics of these strategies within the region;
- * Working closely with multi operations to deliver a seamless client experience
- * Conceiving and communicating efficiently the tactical plan based on the needs and volumes of the client and maintaining effective relations with key decision makers to ensure that CMHCâ€™s business objectives are met;
- * Playing a lead role in managing and enhancing the relationship between CMHC and key FI Lenders;
- * Identifying, customizing, and delivering appropriate presentations and training to maximize product knowledge and improve application quality;
- * Managing client expectations with regards to declined/escalated applications by providing exceptional messaging to the lender, understanding our risk tolerances and mitigating actions, and having an open mind;
- * Playing a lead role in developing, delivering and evaluating the results of the FI business plan;
- * Keeping the Corporation informed about the directions, trends, strategies, initiatives, specific operations and movements within the industry;
- * Maintaining a strong network of industry contacts.
- * Acting effectively by teaming up with the other members of the Client Relations team and the multi operation team, and with those of the other client

solutions and client operation groups.

How to Apply

Does this sound like you

Click the "apply now" button and create an account (it should take about 30 seconds). We're excited to hear from you!

Posting closing date: August 23, 2019 (Note, the competition may remain active until filled)

Job Requisition ID: 3869

Primary Location: Toronto, Ontario

Security Requirement: Reliability Status

Travel Requirement: Travel not required

We sincerely thank all candidates for their interest, however, please note that only those applicants selected for further consideration will be contacted.

Diversity

CMHC is an employer that values diversity and encourages the learning and use of both Canada's official languages. CMHC is committed to employment equity and actively encourages application from women, Indigenous people, persons with disabilities and visible minorities

*If selected for an interview or testing, please advise us if you require an accommodation.