



# 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

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## Director, Commercial Financing (Indigenous Financing)

<b>Job ID</b>	<b>77-05-47-19-9A-09</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=77-05-47-19-9A-09">https://careers.indigenous.link/viewjob?jobname=77-05-47-19-9A-09</a>	
<b>Company</b>	Farm Credit Canada	
<b>Location</b>	Regina, Saskatchewan	
<b>Date Posted</b>	From: 2022-11-15	To: 2022-12-08
<b>Job</b>	Type: Full-time	Category: Finance
<b>Languages</b>	English	

### Description

Job requisition ID: R-1004376

Location: Regina, Saskatchewan; Various FCC offices may be considered

Time type: Full time

Closing Date (MM/DD/YYYY): 12/08/2022

Worker Type: Permanent

Language(s) Required: English

Proven leader passionate about building relationships and partnering with Indigenous communities needed. Lead a team responsible for building relationships and partnerships with Indigenous communities and entrepreneurs based on empathy, trust and an understanding of the unique cultural practices and needs of each community and organization. You'll create and execute Indigenous lending strategies through collaboration with your team and external partners. Using your knowledge of Indigenous community governance, you'll grow and manage your team's portfolio of agribusiness and agri-food customers and help tailor sales and marketing strategies and financing packages to help them build financial success.

What you'll do:

- Develop sales and marketing strategies
- Manage a substantial and diverse loan portfolio
- Mentor your team on FCC's relationship management process, customer experience standards and culture
- Oversee operation and business results of the commercial team
- Build relationships with external partners, such as industry associations, other corporate executives, and financial institutions
- Ensure activities and goals are in line with corporate objectives and policy

What we're looking for:

- Confident communicator with strong analytical and problem-solving skills
- Relationship builder who embraces change and focuses on efficiency
- Extensive knowledge of commercial lending and credit adjudication
- Proven leader with excellent coaching skills and a drive to help others

What you'll need:

- Undergraduate degree at least ten years of sales and leadership experience (or equivalent combination of education and experience)
- In-depth understanding of commercial lending (including start-ups), agribusiness and agri-food, credit risk analysis and portfolio management
- Having lived experience would be considered an asset

### How to Apply

Click "Apply Now"