



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.

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Job Board Posting



Careers.Indigenous.Link

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Senior Relationship Manager, Indigenous Financing

Job ID	84-3D-72-50-92-CE	
Web Address	https://careers.indigenous.link/viewjob?jobname=84-3D-72-50-92-CE	
Company	Farm Credit Canada	
Location	Winnipeg, Manitoba	
Date Posted	From: 2022-06-14	To: 2022-06-24
Job	Type: Full-time	Category: Finance
Job Start Date	As soon as possible	
Job Salary	To Be Discussed	
Languages	English	

Description

Job number: R-1003849

Location: Winnipeg, Manitoba, Various FCC office locations in Manitoba may be considered

Closing date: June 24, 2022

Language(s) required: English

Worker Type: Permanent

Development of new markets rewarded

- Manage and develop a portfolio of agribusiness and agri-food customers in your region, tailoring financing packages to meet their needs and help them build financial success. You'll grow the FCC brand within the Indigenous agriculture sector by building relationships with local communities and entrepreneurs and by connecting with Indigenous associations and organizations. Through collaboration with teammates and external partners, you'll also assist in the development and execution of Indigenous lending strategies.

What you'll do:

- Review and analyze business proposals for agribusiness and agri-food entrepreneurs
- Use the relationship management process to identify key prospects and plan sales strategy
- Advise customers on suitable borrowing packages including structure, conditions and security
- Compile and analyze financial data and customer information
- Look for opportunities to build relationships within the local business community
- Attend trade shows, conferences and industry events

What we're looking for:

- Familiarity with local agribusiness and agri-food industries
- Strong communicator with teamwork, financial analysis and decision-making skills
- Ability to connect and build business relationships
- Sales and negotiation skills combined with sound judgment
- In-depth knowledge and experience in credit risk analysis and commercial loan portfolio management

What you'll need:

- An undergraduate degree and at least five years of related commercial lending experience (or equivalent combination of education and experience)

How to Apply

Click "Apply Now"