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
L9 P23 R4074 HWY 596 - Box 109
Keewatin, ON P0X 1C0

Job Board Posting

Careers.Indigenous.Link

Date Printed: 2024/03/28

Senior Relationship Manager

Job ID	**97-87-EC-BD-E8-30**	
Web Address	https://careers.indigenous.link/viewjob?jobname=97-87-EC-BD-E8-30	
Company	Farm Credit Canada	
Location	Walkerton, Ontario	
Date Posted	From: 2020-05-20	To: 2020-06-01
Job	Type: Full-time	Category: Finance
Languages	English	

Description

Closing Date (MM/DD/YYYY): 06/01/2020
Worker Type: Permanent
Language(s) Required: English
Agriculture lending expertise rewarded:
Focus on key relationships with large, complex primary producers and plan sales strategies and tactics that appeal to both customers and prospects. Youâ€™ll tailor financing packages to meet your customersâ€™ needs, including both lending and non-lending products, and help them build success.
What youâ€™ll do:
- Work with our largest customers to build financing packages that meet their complex business needs
- Partner with FCC Relationship Management Associates and use our relationship management process to identify and focus on key prospects
- Analyze complex loan applications and business proposals
- Build relationships with customers, prospects and external partners such as accountants and realtors
- Network and attend community meetings and trade shows to promote FCC
- Go on the road to meet with potential customers and learn about their businesses
What weâ€™re looking for:
- Confident communicator with strong analytical and problem-solving skills
- Leader who builds relationships and embraces change
- A detailed approach to marketing, sales and appraisals
- Extensive ag industry knowledge
- Mentor who can help Relationship Managers structure deals
What youâ€™ll need:
- Degree in agriculture, business or commerce and at least four years of related ag finance or sales experience (or equivalent combination of education and experience); a professional agrologist designation is an asset
- A drive for sales success and to help others achieve their goals
- A love for agriculture

How to Apply

To apply, click Apply Now!