



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce Canadian Indigenous Job Seekers to a new approach to job searching. 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 Canadian Indigenous Peoples 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

17 – 2595 Main Street

Winnipeg, MB R2V 4W3

Subsidiary Offices:

Kenora • Midland • Ottawa • London • Sandy Lake • Winnipeg

# Job Board Posting



Careers.Indigenous.Link

Date Printed: 2020/09/20

## Account Representative, Financial Institutions - Atlantic Region

<b>Job ID</b>	<b>98-71-77-EB-AB-2F</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=98-71-77-EB-AB-2F">https://careers.indigenous.link/viewjob?jobname=98-71-77-EB-AB-2F</a>	
<b>Company</b>	Canada Mortgage And Housing Corporation (CMHC)	
<b>Location</b>	Halifax, Nova Scotia	
<b>Date Posted</b>	From: 2020-08-26	To: 2020-09-25
<b>Job</b>	Type: Full-time	Category: Finance
<b>Languages</b>	English Essential	

### Description

Sector: Client Solutions

Language Designation: English Essential

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

Salary Range: \$64465.23 to \$80581.54

Position Status: Temporary 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. Youâ€™re in control of your time and are trusted to make the right decisions.

This position reports to the Client Relations team within the Office of the SVP, Client Solutions sector. This sector collaborates with our partners to solve housing affordability challenges.

About the role

Weâ€™re constantly evolving to build an inclusive housing system through research, design, innovation and partnerships. As a key member of the customer relations team, you will promote and deliver training and information on mortgage insurance products and services. You will establish and maintain effective business relationships with our financial institution partners and CMHC stakeholders. This is an exceptional opportunity for an individual with strong marketing and customer relations skills and a keen sense of how to deliver effective group presentations and training to achieve professional goals, while helping us to make housing affordable for all in Canada.

Please note that this is for the following locations: Halifax â€“ NB, NS, NWFLD and PEI

What you will need

â€¢ Bachelorâ€™s degree in administration, preferably with a specialization in commerce or marketing, and at least 3 years of relevant experience or an equivalent combination of education and relevant work experience.

â€¢ Demonstrated experience in building and maintaining client relationships.

â€¢ Demonstrated experience in communicating information to various audiences.

â€¢ In-depth knowledge of mortgage lending activities, in particular CMHC's mortgage loan insurance products and services for owner-occupied, multi-family dwellings, and the National Housing Strategy.

â€¢ Ability to build and maintain client relationships and recognize business opportunities.

â€¢ Excellent marketing and business development skills, with a flair for delivering effective group presentations and training.

â€¢ Demonstrated ability to work independently as well as part of a team to achieve common goals.

â€¢ Excellent organization and time management skills enabling the balance of workloads and the prioritization of requests to meet deadlines with strong attention to detail.

• Ability to achieve results, deliver quality work and adapt to changing priorities.

• Ability to analyze and synthesize information.

• Excellent interpersonal (tact and diplomacy) skills including the ability to persuade others.

• Self-starter with good organizational skills.

• Proficient in Microsoft Office (Word, Power Point, Excel) and competent in technology.

• Bilingualism will be considered a strong asset.

What you will be doing

• Developing and maintaining strong ties and long-term relationships with financial institution partners and recognize business opportunities.

• Analyzing and synthesizing a wide variety of information, such as volume reports, client activity profiles and market analysis data, to develop and execute sales strategies to promote CMHC mortgage loan insurance within a portfolio of Financial Institution clients

• Managing the relationship with clients in your portfolio, including business volumes, client activity profile, lender retention, lender usage of CMHC's emili interface software, and increased visibility through planned client visits, training programs and business development initiatives.

• Delivering presentations and training at client events and participating in training and information activities as part of strategic client support.

• Managing your assigned portfolio, including the budget and other resources, to ensure optimum client service and efficiency.

• Acting effectively by teaming up with the other members of the Client Relationship management team.

### **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: Note, the competition may remain active until filled.

Job Requisition ID: 4985

Primary Location: Halifax, Nova Scotia

Other Location(s): New Brunswick, Newfoundland, P.E.I

Security Requirement: Reliability Status

Travel Requirement: Frequent

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.