



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: 2020/04/09

Sales Associate-1900018169

| | | |
|--------------------|---|-------------------|
| Job ID | 9E-A3-CF-A5-84-66 | |
| Web Address | https://careers.indigenous.link/viewjob?jobname=9E-A3-CF-A5-84-66 | |
| Company | BMO Financial Group | |
| Location | Toronto, Ontario | |
| Date Posted | From: 2019-09-24 | To: 2019-10-24 |
| Job | Type: Full-time | Category: Finance |
| Job Salary | DOE | |
| Languages | See Job Description | |

Description

The Sales Associate role is the sales support role within the Treasury and Payments Solutions organization, accountable to provide support to Sales Professionals in ultimate support of the end client. The role is accountable for delivering effective sales support to the sales teams by acting as the day-to-day sales contact for the client for sales related questions and by providing support for pre-sales sales activities such as presentations, bids/proposals, and requests for information. This role is accountable for providing the coordination of cash management product implementation, financial transaction set-up and providing exceptional customer service to Treasury and Payments Solutions clients. Senior Sales Associates are also accountable to achieve sales targets for Treasury and Payments Solutions (Treasury Management and Corporate Card) products and services through the management of a small of a bronze portfolio by applying well developed consultative sales and relationship management principles, practices and techniques in order to originate new Treasury and Payments Solutions business with new and existing CFD and/or Capital Markets clients. (refer to Sales Associate matrix for Junior/Senior role differences)

Key Accountabilities

Sales Team Support

- Acts as the day-to-day sales contact for the client for sales related questions such as product information, pricing, implementation timeframes and requirements.
- Acts as the key sales contact with the client to gather the required detailed information necessary to move the sale forward in the process, including completing all necessary documentation (AML forms, account opening requests, E2E/implementation forms, etc).
- Provide assistance to the team in pre-sales such as pitch preparation and client research and preparation of prospect and client files for action by the Sales Professional Planning
- Responsible for tracking each implementation request to keep the process on track to the timeline committed to the client. In addition to ensuring once the implementation is completed, the client is billed accurately.
- This would include tracking internal reports such as: expired contracts, services not set up on ABS, non-negotiated items, waivers and on-holds.

- Recommend changes and improvements to sales support materials and functions based on findings and feedback.

Operations

- Compile pre-call and post call information packages by accessing internal systems and bank personnel to validate client holdings, pricing, and volumes, ensuring the Sales professional has the information necessary to be knowledgeable about the clients/prospects business and needs.
- Assist with sales and service administration and processing ensuring client experience is seamless and opportunities are identified and met.
- Maintain up-to-date client information on Bank system/files to ensure client history is accurate and complete.

At BMO Harris Bank we have a shared purpose; we put the customer at the center of everything we do – helping people is in our DNA. For 200 years we have thought about the future—the future of our customers, our communities and our people. We help our customers and our communities by working together, innovating and pushing boundaries to bring them our very best every day. Together we're changing the way people think about a bank.

As a member of the BMO Harris Bank team you are valued, respected and heard, and you have more ways to grow and make an impact. We strive to help you make an impact from day one – for yourself and our customers. We'll support you with the tools and resources you need to reach new milestones, as you help our customers reach theirs. From in-depth training and coaching, to manager support and network-building opportunities, we'll help you gain valuable experience, and broaden your skillset.

To find out more visit us at <https://bmoharriscareers.com>

Additional Skills

Individual must have full knowledge with Goldwell color system; Goldwell, KMS and Oribe product line and Shortcuts booking system.

How to Apply

To submit your application for this job, please go to:

https://bmo.taleo.net/careersection/2/jobdetail.ftljob=1900018169&lang=en_GB&src=JB10721

BMO Harris Bank is committed to an inclusive, equitable and accessible workplace. By learning from each other's differences, we gain strength through our people and our perspectives. BMO Harris Bank is an Equal Opportunity Employer for all, inclusive of Minorities, Women, Veterans, and Persons with Disabilities.

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Date Printed: 2020/04/09

Sales Associate-1900018169

| | | |
|--------------------|---|-------------------|
| Job ID | 22CC5B1DEB8C1 | |
| Web Address | http://NewCanadianWorker.ca/viewjob?jobname=22CC5B1DEB8C1 | |
| Company | BMO Financial Group | |
| Location | Toronto, Ontario | |
| Date Posted | From: 2019-09-24 | To: 2019-10-24 |
| Job | Type: Full-time | Category: Finance |
| Job Salary | DOE | |
| Languages | See Job Description | |

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