



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

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/02

Commercial Account Manager – Small Business

Job ID	A2-3F-CD-E3-17-A2	
Web Address	https://careers.indigenous.link/viewjob?jobname=A2-3F-CD-E3-17-A2	
Company	BDC	
Location	Regina, Saskatchewan	
Date Posted	From: 2021-03-03	To: 2021-08-30
Job	Type: Full-time	Category: Finance
Languages	English	

Description

At BDC, weâ€™re devoted to Canadian entrepreneurs. Weâ€™re also dedicated to our employees. Adaptable. Inspiring. Different. Thereâ€™s a reason we like to work here and we think youâ€™ll like it too.

POSITION OVERVIEW

We are looking for a Commercial Account Manager who will leverage his or her interpersonal strengths and network to generate new business opportunities while managing a portfolio of existing clients. Your main objective: to have an impact on the success of entrepreneurs with sales between \$0M (start-up) and \$2M through our financing solutions and advisory services adapted to their needs. If you are looking for an organization that invests in your talent, this is your opportunity to join our committed and diverse team.

CHALLENGES TO BE MET

In a typical week, you would:

- â€¢ Meet with entrepreneurs, clients and prospects, and discuss the specifics of their business in order to identify the issues, provide them with advice and identify, if applicable, a BDC service offering appropriate to their needs;
- â€¢ Execute your action plan, which is aligned with the Business Centre's objectives. This will allow you to ensure the growth and retention of current clients in your portfolio while acquiring new clients and creating a business opportunity pipeline;
- â€¢ Analyze, negotiate and present financing proposals while exercising credit judgement;
- â€¢ Be active in the local business community by networking within various associations and chambers of commerce in order to develop business relationships and obtain references that will facilitate new client acquisition.

WHAT WE ARE LOOKING FOR

If you can answer YES to the following questions, you may be just the person we are looking for:

- â€¢ Do you have a bachelor's degree in commerce or business administration
- â€¢ Do you have a keen interest in entrepreneurship, with more than five years of relevant experience in commercial credit or in business analysis and development, and a good understanding of the business world

- â€¢Do you have a demonstrated ability in business development and delivering on your objectives
- â€¢Do your clients and business contacts remember you because your advice works and you provide outstanding customer service
- â€¢Are you a team player who creates lasting and trusting relationships with your peers, business contacts and external partners
- â€¢Are you a strong negotiator who is focused on results

We're a different kind of bank. We're go getters. Innovators. Growth engineers. If you want to join an organization that is one of the top 100 employers in Canada, apply today!

For certain geographic locations, a valid driver's licence and access to a vehicle may be required.

EQUAL OPPORTUNITY EMPLOYER

At BDC, we value diversity in our workforce and encourage all qualified candidates to apply. We appreciate all responses and advise that only those candidates selected for an interview will be contacted.

How to Apply

Candidates can send their resumes directly to careers@bdc.ca