



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.Link's 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, Corporate And Senior Accounts

Job ID	B9-EC-85-1B-83-F0	
Web Address	https://careers.indigenous.link/viewjob?jobname=B9-EC-85-1B-83-F0	
Company	Farm Credit Canada	
Location	Mississauga, Ontario	
Date Posted	From: 2022-05-20	To: 2022-07-06
Job	Type: Full-time	Category: Finance
Job Start Date	As soon as possible	
Job Salary	To Be Discussed	
Languages	English	

Description

Job number: R-1003769

Location: Mississauga, Ontario

Closing date: July 6, 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. You'll tailor complex financing packages to meet your customers' needs and help them build financial success.

What you'll do:

- Build relationships with entrepreneurs, industry leaders and business executives as you manage a complex portfolio of agribusiness and agri-food customers
- Develop and execute strategies for marketing financing packages to businesses that enhance Canadian agriculture
- Assess the appropriate level of due diligence required for complex loan applications, negotiate agreements such as syndication, and evaluate market potential in your geographic area
- Develop a network of referral sources to increase FCC business opportunities with a focus on staying highly visible in the marketplace

What we're looking for:

- A sharp eye for identifying opportunities with key prospects
- Professional consultative sales and business development practices
- In-depth knowledge of local agribusiness and agri-food industries
- Strong communication skills when dealing with leaders and executives of complex businesses
- An aptitude for financial and credit risk analyses and lending proposals
- Confidence in negotiations industry leaders including venture and capital providers

What you'll need:

- An undergraduate degree and eight or more years of experience (or an equivalent combination of education and experience); advanced education an asset
- Experience negotiating financing packages with entrepreneurs and executives, including venture and equity capital providers

How to Apply

Click "Apply Now"