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
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Job Board Posting

Careers.Indigenous.Link

Date Printed: 2024/03/29

Senior Relationship Manager, Commercial Financing (Bilingual)

Job ID	**CB-A5-FF-18-47-91**	
Web Address		
https://careers.indigenous.link/viewjob?jobname=CB-A5-FF-18-47-91		
Company	Farm Credit Canada	
Location	Kanata, Ontario; Blainville, Quebec, Ontario; Quebec	
Date Posted	From: 2022-01-12	To: 2022-02-06
Job	Type: Full-time	Category: Finance
Job Start Date	As soon as possible	
Job Salary	To Be Discussed	
Languages	English, French	

Description

Job Number: R-1003116
Locations: Kanata, Ontario; Blainville, Quebec
Closing Date: February 6, 2022
Worker Type: Permanent
Language(s) Required: English, French
Commercial lending expertise rewarded
Manage and develop a commercial 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. This position is designated bilingual (English and French), and the successful candidate must be able to communicate in both of Canada's official languages.
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 the Canadian agri-food value chain
- Assess the appropriate level of due diligence required for complex loan applications
- Negotiate agreements 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 analysis and lending proposals
- Expertise in credit risk analysis and negotiating financing packages with entrepreneurs and

executives, including venture and equity capital providers
- Financial and commercial lending knowledge, including lending and sales practices
What you'll need:
- An undergraduate degree and eight or more years of related commercial lending experience (or an equivalent combination of education and experience)

How to Apply

Click "Apply Now"