



# 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

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## Associate Sales Representative-1900020391

**Job ID** E9-1A-0D-EB-6A-E0

**Web Address**

<https://careers.indigenous.link/viewjob?jobname=E9-1A-0D-EB-6A-E0>

**Company** BMO Financial Group

**Location** Mississauga, Ontario

**Date Posted** From: 2019-10-07 To: 2019-11-06

**Job** Type: Full-time Category: Finance

**Languages** See Job Description

### Description

The Sales Associate role is the sales support role within the Equipment Leasing (Canada) organization, accountable to provide support to Sales Professionals in ultimate support of the end client. This role is accountable for providing the coordination of equipment leasing transactions involving BMO Harris<sup>®</sup> Equipment Finance Company in the USA ( <sup>®</sup>EFC<sup>®</sup> ) and CFD, Capital Markets and Business Banking in Canada.

The role is accountable for delivering effective sales support to the sales teams by (i) inputting selected information from approved transactions emanating into the MiDeal system, (ii) following up with EFC regarding status of pending transactions (and communicating same with equipment leasing sales reps and/or account managers; (iii) providing support for pre-sales sales activities such as presentations, bids/proposals, and requests for information and (iv) processing clients<sup>®</sup> repeat orders for leases on equipment (where credit approval already exists)

#### Key Accountabilities:

##### Sales Team Support

• 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 leasing sales rep.

##### Planning

• Responsible for tracking each implementation request to keep the process on track to the timeline committed to the client.

• 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<sup>®</sup>s/prospect<sup>®</sup>s 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.

#### Qualifications

## Education

- Undergraduate or College degree preferred

## Knowledge:

- Prior Commercial Equipment Leasing Experience

- General knowledge of banking

- Basic understanding of sales concepts and processes

- Familiar with Credit Lending Process in order to be able to understand financing requests/approvals as well as how to extract pertinent information for inputting into MiDeal system.

## Skills:

- Strong interpersonal skills

- Must be fluently bilingual in French & English (written and verbal)

- Experience in creating and maintaining relationships

- Strong written and verbal communication and presentation skills

- Advanced computer skills (Excel, Power Point, Word, etc)

- Strong organizational skills

- Attention to detail

- Ability to juggle multiple projects, co-ordinate work and establish priorities

At BMO we have a shared purpose; we put the customer at the centre 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 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://bmocareers.com>.

## How to Apply

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

[https://bmo.taleo.net/careersection/2/jobdetail.ftljob=1900020391&lang=en\\_GB&src=JB10721](https://bmo.taleo.net/careersection/2/jobdetail.ftljob=1900020391&lang=en_GB&src=JB10721)

BMO 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.

Accommodations are available on request for candidates taking part in all aspects of the selection process.