

First in Creating Opportunities

Our Company:

First Nations Bank of Canada (www.fnbc.ca) is Canada's only Aboriginal controlled federally chartered bank and services Aboriginal and non-Aboriginal customers throughout Canada. We have a strong history of growth and profitability with a clear strategy of expansion in the Canadian marketplace and provide ongoing career opportunities for our employees.

The Opportunity:

We are currently looking for a motivated, professional and highly skilled **Commercial Account Manager** to be based in either one of our Winnipeg or Saskatoon offices. Dealing with our clients throughout Eastern Canada, this position provides a unique opportunity for personal and professional growth and will require some travel.

Reporting to the Vice President Commercial Banking you will be accountable for growing and managing a portfolio of commercial relationships. Your years of directly related experience will enable you to develop an effective sales strategy for growing your portfolio and increasing annual revenues and profitability for the Bank.

Your duties will include but not limited to building and maintaining relationships, analyzing financials, managing risk and structuring and presenting commercial credit deals with a consistent emphasis on customer service.

Your Qualifications:

- An experienced banker with a minimum of 3 years in commercial lending that encompassed developing and implementing a sales strategy to grow your portfolio and structure credit
- Results orientated with proven success in growing revenue and profitability
- Ability to succeed with a positive attitude towards sales and ability to identify business opportunities
- Demonstrated strength in business development and customer relationship management skills
- Sound credit judgment and understanding of credit policies and practices
- Flexibility to travel primarily within North Eastern Canada
- Strong interpersonal and communication skills, both written and verbal
- Knowledge of Aboriginal banking would be an asset

The Compensation:

First Nations Bank of Canada offers an attractive compensation and benefits package where individual and team performance is recognized and rewarded.

Please submit your cover letter and resume to hr@fnbc.ca

Applications for the position will be accepted until a qualified candidate has been chosen.
We thank those who apply, however, only those selected for an interview will be contacted.