



Employment Opportunity

- ACCOUNT MANAGER -

Date Required: Immediately
Position Status: Management, Full Time
Regional Location: Calgary, AB
Salary: Based on Knowledge, Skills and Experience
Application Deadline: July 1, 2019

Position Overview:

We are looking for a highly-motivated career orientated professional to join our team. You will use your skills and experience to assume responsibility of your own credit portfolio while working with the Regional Manager to develop and achieve business objectives. You will maintain existing business relationships and proactively seek potential customers through networking in the local region to create new business. You will be required to build and promote the company products and services while ensuring clients banking and financing needs are met. You will be required to exercise sound judgment, set goals and priorities. While adhering to company policies, procedures and processes, including collection and administration of credit files and other duties, you will provide customized financing solutions that benefit Peace Hills Trust customers and shareholders, while minimizing loss and optimizing productivity.

What you'll be doing in a typical week:

- Will meet assigned expectations for profitability; build company assets through Regional Office established targets and objectives while working with the team
- Will meet with existing clients and maintain account control; identify client needs through effective and efficient management of own portfolio
- Will maintain and build value-added relationships; initiate and implement business development discussions promoting business relationships through networking
- Will develop and maintain a thorough working knowledge of all company products and services, ensuring PHT profile is elevated within the community and service area
- Other duties as assigned

What we are looking for:

- Minimum post-secondary education in related area of Finance and/or Credit related program/courses
- Minimum 5+ years' banking experience with a financial institution or commercial lending
- Demonstrated ability in business development and negotiating skills to effectively build the portfolio
- Demonstrated ability in strong customer service and communication skills to meet client needs
- Experience in management, is able to work well in a team environment and is able to travel when necessary
- Post-Secondary Degree in Business Administration or Business Commerce are assets

Compensation: Competitive salary based on knowledge, skills, and experience, plus our "No-Cost" comprehensive employee health benefit package and incentive programs.

**TO APPLY, SUBMIT COVER LETTER AND RESUME MARKED
"PERSONAL & CONFIDENTIAL" WITH REFERENCE ID: "ACTMG-CAL" TO:**

Peace Hills Trust Company
Human Resources Department
Phone: 780.421.1606 Facsimile: 780.585.3075
Email: Human.Resources@peacehills.com

We appreciate the interest of all applicants however only those selected for consideration will be contacted.