



Employment Opportunity - SENIOR ACCOUNT MANAGER -

Job Status: Management, Full-time
Location: Westbank Regional Office
Application Deadline: February 5th, 2021

This retail and commercial lending position requires you to maintain and source new customer relationships under an assigned portfolio. You are required to actively present and promote the company's entire range of products and services ensuring customer's banking and financing needs are met. While adhering to company policy, procedures and processes, you will be required to exercise judgment, set goals and priorities, and schedule work to meet the requirements and interests of the company and its customers. This position provides indirect supervisory support to the Regional Office's front-line.

RESPONSIBILITIES include, but are not limited to:

- Meet assigned expectations for profitability; build company assets through Regional Office established targets and objectives.
- Maintain account control; identify client needs through effective and efficient management of own portfolio.
- Build value-added relationships; initiate and implement business development.
- Provide the highest levels of customer satisfaction with every aspect of the service they receive; achieve new and repeat business.
- Develop and maintain a thorough working knowledge of all company products and services, ensuring the company's profile is elevated within the community and service area.

REQUIREMENTS include, but are not limited to:

- Post-Secondary education in related area from an accredited institution.
- Minimum three years experience in retail and commercial lending.
- Proven Account Management skills required in order to create, maintain and enhance customer relationships.
- Strong communication skill to effectively build and maintain business relationships.
- Highly motivated, able to meet the demands of the position servicing a well-focused market, working with a high-degree of accuracy.
- High level of initiative and work well in a team environment and contribute on an individual basis.

COMPENSATION: competitive salary based on necessary skills, qualifications and experience, plus our "No-Cost" comprehensive employee health benefit package and incentive programs.

**TO APPLY, SUBMIT COVER LETTER AND RESUME (REFERENCE: SAM-WB)
MARKED "PERSONAL & CONFIDENTIAL" TO:**

Peace Hills Trust Company
Human Resources Department
10th Floor, 10011-109 Street
Edmonton, AB T5J 3S8
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.