



Opportunity Profile

Account Manager

Peace Hills Trust, Fort Qu'appelle Regional Office

May 14, 2024

Company

Peace Hills Trust is Canada's largest and oldest First Nations owned federally regulated financial institution, and is also Canada's only independent Trust Company. Employing over 100 people, Peace Hills Trust serves more than 20,000 personal, business and First Nations customers, providing financial services to most regions of Canada through a network of 9 Regional Offices and electronic services.

Peace Hills Trust is wholly owned by the Samson Cree Nation of Maskwacis, Alberta. Its Corporate Office is located in Edmonton, Alberta.

The Opportunity

A career with Peace Hills Trust is an opportunity to experience the rewards of belonging to a solutions-based financial institution. Our company model promotes direct engagement with the people we serve and encourages our team members to excel while actively growing a well-performing, diverse portfolio. At Peace Hills Trust we remain focused on being the preferred financial partner for Canadian Indigenous communities and at the same time we also target non-Indigenous opportunities to effectively grow our operations and manage credit risk.

The **Account Manager role is located in Fort Qu'appelle, Saskatchewan**. This career opportunity will allow you to utilize and develop your skills into an experienced commercial lender where you will be able to maintain and grow relationships with new and existing First Nation and commercial customers. You will assume responsibility of your own credit portfolio while working with the Regional Manager to develop and achieve business objectives. You will be required to build and promote the company products and services while ensuring clients banking and financing needs are met. Your most important customer interactions are face-to-face.

The role will provide an opportunity to manage and grow high quality portfolio of existing and new Commercial and First Nation relationships for both lending and deposit service opportunities. Develop skills in initial business development, leadership and negotiating, building relationships, networking, writing a high quality credit submission, ongoing management of the credit analysis; and ultimately establishing our reputation as a company that provides high quality service for our clients and a career with potential leading into future growth opportunities within the company.

Responsibilities:

- As a highly motivated business professional you will provide effective support to the Regional Manager on business development activities, including sales calls, credit analysis and underwriting, credit administration, and operational support
- Provide prompt and appropriate response to customer enquiries and internal reporting
- Identify customer financial needs; effectively and efficiently manage your assigned lending portfolio
- Effectively and collaboratively work within a team environment

- Develop and maintain a thorough working knowledge of all company products and services, ensuring Peace Hills Trust profile is elevated within the community and service area

The Ideal Candidate

To be successful in this role, you will utilize your excellent communication skills and experience in financial lending to develop new business and maintain existing relationships.

Experienced in meeting assigned expectations for profitability; building company assets through established targets and objectives while working with the team.

Familiar with credit underwriting and lending in order to maintain account control; identify client needs through effective and efficient management of own portfolio.

Experienced in business development skills to build value-added relationships; initiate and implement business development discussions and promoting business relationships through networking.

Knowledge of retail banking products; including personal and business related bank account services and basic knowledge of registered products is preferred.

Knowledge in related area of Finance and/ or Credit related programs is a plus.

Qualifications and Requirements:

- Minimum two years' experience in commercial credit and / or retail lending
- Excellent communication skills
- Motivated professional in building and maintaining business relationships
- Demonstrates a high level of attention to detail
- Ability to travel to meet clients
- Degree or Business Administration or Business Commerce would be considered an asset
- Knowledge of First Nation business and fiscal administration would be considered an asset

To be considered for this exciting opportunity, please forward your resume to Human Resources Email.

Human Resources

Phone: 780.421.1606

Email: human.resources@peacehills.com

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

Closing Date: May 28, 2024