



Director, Commercial Financing

Job Description

Director, Commercial Financing

Closing Date (MM/DD/YYYY):
04/19/2019

Worker Type:
Permanent

Language(s) Required:
English, French

Proven leader with sales experience needed:
Lead and coach a successful sales team, authorize credit proposals and nurture industry relationships in the growth of small and medium enterprises in agribusiness and agri-food markets.

What you'll do:

- Develop sales and marketing strategies
- Manage a substantial and diverse loan portfolio
- Mentor your team on FCC's relationship management process, customer experience standards and culture
- Oversee operation and business results of the commercial team
- Build relationships with external partners, such as industry associations, other corporate executives, and financial institutions
- Ensure activities and goals are in line with corporate objectives and policy

What we're looking for:

- Confident communicator with strong analytical and problem-solving skills
- Relationship builder who embraces change and focuses on efficiency
- Extensive knowledge of commercial lending and credit adjudication
- Proven leader with excellent coaching skills and a drive to help others

What you'll need:

- Undergraduate degree at least ten years of sales and leadership experience (or equivalent combination of education and experience)
- In-depth understanding of commercial lending (including start-ups), agribusiness and agri-food, credit risk analysis and portfolio management

External Site URL https://fccfac.wd3.myworkdayjobs.com/careers-carrieres/job/Truro-Nova-Scotia/Director--Commercial-Financing_R-1000572-1