

Division: Business Banking Group
Reporting to: Manager, Business Services
Career Level: Staff
Pay Type: Salaried

Job Overview

The Account Manager- Agriculture, Business Services is accountable for providing financial solutions to the dynamic agriculture and agribusiness sector and delivering unforgettable service to existing and new Business Members while embedding FirstOntario Business into the community to become the business lender of choice.

Role

In the role, you will...

- Actively participate and provide input towards the ongoing improvement of process and procedure around First Ontario’s offering, specifically for the Agricultural segment
- Be a trusted advisor by providing credible advice and commercial/agriculture credit expertise through dedicated support and service that leads to increase share of wallet targets
- Proactively build your network while using effective prospecting strategies to attract new business opportunities
- On a daily basis, you will keep on top of competitive developments, environmental market trends, essential economic conditions, and regulations or policy issues governing the agriculture community
- Assist clients with their business plans and offering customized financial solutions that meet the needs of their individual operations
- Be an advocate of our products and services and be able to communicate to current and future business members how we can improve their financial lives
- Identify areas of opportunity within sales targets in a timely manner and implement action plans
- Passionately put into action a disciplined sales and service leadership plan and processes that make your business results soar
- Effectively use campaigns developed by business partners to achieve annual financial targets
- Always be “in the know” regarding local market activities and our competitive position relative to other financial institutions
- Proactively develop and implement a plan to keep 3rd Party Generated Business on the books and consolidate other products
- Be a key partner to Wealth, Commercial and Retail banking to support business objectives and to provide a full service experience to our members
- Keep on top of Risk Management duties including but not limited to credit quality checks, control procedures and audit
- Actively participate in community events as part of FirstOntario’s overall commitment to Corporate Social Responsibility
- Effectively control allocated budget dollars to assist with achieving the organization’s fiscal budget
- Regularly provide support to your team members to enable them to have confidence in what they do
- Perform other duties we may need you to do

As a team member, you will

- Exude your upbeat energy and enthusiasm each and every day
- Collaborate with your peers to collectively think of innovative ideas that drive business
- Consider health & safety as a primary concern to ensure the overall well-being of self and others

Required Skills

Within your skills and qualifications, you will...

- Have a post-secondary diploma or degree in Business Administration, Commerce, Economics and/or Agricultural Sciences/Agriculture business or the equivalent experience supporting the agriculture industry
- Have a strong business acumen from your 4-6 years' tenure in Business or Commercial banking
- Have good working knowledge and understanding of agriculture business fundamentals and financial products/services that support the business
- Relish in the opportunity meet new people, develop successful business relationships, negotiating with agricultural clients and leveraging valuable centres of influence within the community
- Be confident and skilled in taking initiative, assessing requirements, developing plans and taking the lead in making plans a reality
- Demonstrate your sales management skills in setting and monitoring sales targets, plans, pipelines and activities
- Stay abreast of all credit and investment product and services and stay current on our processes
- Be willing to work flexible hours including evenings and weekends as the job demands and travel to meet your member's needs
- Enjoy a challenge in all that you do and be resourceful in the way you find solutions
- Be quick to respond to requests for service from all of your clients
- Openly share your knowledge with your team and tell stories to inspire them
- Genuinely care about people
- Inherently demonstrate a high level of integrity and be trustworthy
- Be more than approachable with your superior interpersonal, communication and presentation skills
- Do the right things for the right reasons
- Be aware of and mitigate enterprise risk factors and ensure compliance with applicable regulations, legislation and FirstOntario policies and procedures
- Embrace the philosophy of life long learning
- Sincerely show in every aspect of what you do that you are a great employee and dedicated team member of the fastest growing Credit Union in Canada

Accommodations for persons with disabilities are available upon request during the application process.