



Full Time Business Relationship Advisor Opportunity

BRANCH OR DEPARTMENT: Member Relations

Do you love providing members with the financial confidence they need to succeed in any direction they choose? Do you know your individual contributions make a difference and do you love removing complexity and frustration from people's lives? We are seeking a motivated individual who has an energetic and exciting approach to life, that works independently, as well as part of a team, and demonstrates these qualities:

- Strong focus on members
- Love to goal set, and feel a sense of ownership for projects from beginning to end
- Curiosity and the ability to question the status quo
- Creative and open minded when looking for solutions
- Loves to collaborate with diverse teams to solve complex problems
- Passionate about efficient execution
- Communication - Build constructive relationships, communicate effectively with internal and external members, and have a great time doing it

Crossroads Credit Union was founded on understanding the real needs of our member-owners, this has been at our core, so our purpose and our value proposition have been developed based on our member-owners voice. Our members are the center and their needs drive everything we do. We want to help our members make decisions at each of their personal and financial "CROSSROADS" and help them chapter by chapter.

The Business Relationship Advisor is accountable for the overall management of a sizable portfolio of business (agricultural and commercial) accounts that exhibit a high/acute degree of complexity and value to Crossroads Credit Union. The focus of the position will be on member relationship activities, cross-sell, up-sell, and retention of existing business members and on qualifying and converting new members and prospects and deposit gathering.

Some of the key responsibility areas are to actively monitor and manage the profitability of business relationship with members with the intent of building a long-term mutually beneficial relationship by fully understanding the goals, objectives, and status of the member's business(es). We would also expect you to use an excellent degree of financial, industry knowledge and expertise to proactively assess and anticipate members needs to suggest and recommend and/or propose products/solutions to meet those needs and the member's broader business objectives. You should be able to ensure that the member continues to be aware of the benefits of using these products, as well as new products available to them. You will need to continuously update your knowledge on new products that may be of value to members. You would be required to minimize loan risks through diligent, timely and proactive financial reviews and awareness of changing economic/marketplace influences and applicable industry trends/data.

We pledge to know our members better than anyone else to provide the best possible service and advice. We achieve this through developing meaningful relationships. We want to ensure our member-owners' financial lives are better because they entrusted us.

Building relationships with members, this position will allow the successful candidate to work remotely in all our regions as the business needs of our members may require.

To be considered for this role, we are looking for someone with:

Experience

- Minimum 7 - 10 years progressive experience in sales/service and managing a diverse portfolio in a business banking environment

Education

- Post-secondary education in agriculture, accounting, finance, commerce, business administration, or equivalent work experience

Skills

- Works collaboratively with peers and colleagues throughout the delivery system by sharing best practices and learning's, where appropriate
- Participate and be involved in community activities or events, promoting Crossroads Credit Union and demonstrating the company values

Does it sound like I'm describing you? If you are not already with us in Crossroads Country, then you need to join us! To us Crossroads Country is not just a place, it's a feeling. A close-knit community of people, regardless of physical location, who through all seasons are united by prairie values. It's about grassroots, hometowns, and cooperation. This feeling of belonging to a family that is always willing to lend a helping hand is part of what makes Crossroads a direction worth choosing.

At Crossroads Credit Union, we ask a lot of our employees, which is why we give so much in return. In addition to your competitive salary, medical/dental/vision plan, and one of the best matching pension plans, we will provide you with perks, including:

- Vacation that increases beyond legislated requirements
- Wellness program
- Work / Life Balance
- Flex Time
- Sick Leave – Duty of Care
- Volunteer Time
- Training & development
- Education Day / Paid Education
- Credit unions perks / free accounts
- Service awards and recognition
- Crossroads Clothing
- Annual bonus based on your results

We want to hear from you!

Please don't delay in submitting your resume to Human Resources. We will begin reviewing submissions immediately and continue until we find the right hire. Our employees are very important to us; our staff work hard, and we are committed to making first-rate hires (just like them)

Please include any relevant certification with your application.

Please forward your Letter of Interest as soon as possible to:

Human Resources
Crossroads Credit Union
P.O. Box 2006
Canora, SK S0A 0L0
E: hr@crossroadscu.ca
F: 306.563.6715