

Financial Services Relationship Manager

We are expanding our team to help us evolve through the next stage of our growth journey, and we hope that you can help shape our future. We now have a career opportunity for a Full Time **Financial Services Relationship Manager**, located in Regina.

As the Financial Services Relationship Manager you will be....

Responsible for delivering core banking products and financial services to members through a consultative relationship. This includes:

- Managing a growing portfolio of relationships.
- Providing a holistic approach to services.
- Developing business through community involvement and networking opportunities.
- Providing lending products including personal and mortgage loans.
- Providing deposit products such as GIC and RRSP.
- Positively influencing member acceptance of a technology driven approach to banking services.
- Establishing relationships of trust and confidence with members to ensure retention of existing business and future business.

As the Financial Services Relationship Manager you are

- Able to take a holistic approach with each member interaction in order to provide the right solutions which involves identifying referral opportunities to other lines of business including wealth management and business services.
- Entrepreneurial in your approach to building business, with a proven track record in sales and business development.
- A motivated and results-oriented professional who believes that getting involved in the community, building relationships and participating in business development and networking events is fundamental to building a pipeline of prospects and opportunity.
- A team player with accomplished listening skills and a genuine interest in helping members meet their current and future financial needs.
- A proactive, knowledgeable, self-starter, able to provide core products and services to our members using a variety of traditional and non-traditional delivery channels.

If you are motivated by the thought of this challenge

And can demonstrate success through 3-5 years of experience providing holistic financial advice including proficiency in lending and adjudicating along with post-secondary classes or courses, then this position may be for you!

Get to know us

TCU Financial Group is a credit union grown by Saskatchewan people. For 70 years we've been rooted in the province of Saskatchewan, creating our story, growing and evolving alongside the needs of our members. We provide a full suite of financial solutions to people and businesses across the province and one thing that has never changed – our heart remains committed to the people and the communities we serve.

Rewarding times ahead

To support the evolution of our organization, we need talented people who are passionate about creating and delivering meaningful financial solutions for our members. In addition to providing competitive compensation, benefits and pension programs, we support our TCU Financial Group Team and their families by providing an enhanced vacation program to enjoy time doing what they love outside of work.

Thank you for your interest in exploring your future with us!

The deadline for this career opportunity is Friday, January 27, 2023.

Please submit your resume and cover letter to:

Human Resources Department

TCU Financial Group

Email: hr@tcu.sk.ca

Web site: www.tcufinancialgroup.com