

Position: Commercial Account Manager B
Closing Date: Open until filled
Location: Stony Plain, AB (Located 25 minutes from Edmonton)

Servus Credit Union is one of Canada's 50 Best Managed Companies and recognizes that our most valuable assets are our employees. We offer continued growth and career advancement and reward employees for their efforts and achievements. Servus Credit Union has also been recently recognized by Alberta Venture as one of the top 3 employers in Alberta for Human Resources Practices and Policies.

This Commercial Account Manager position is responsible for the development, implementation and maintenance of an commercial loan and deposit portfolio. This includes responsibility for the competent management of an assigned portfolio of commercial loan accounts presently carried by the Stony Plain Regional Office. In addition, the position encompasses a defined support role to other Servus Credit Union branch's maintaining agriculture and commercial lending.

KEY RESPONSIBILITY AREAS

- Lending to and administration of an assigned portfolio of mainly commercial loan and deposit accounts carried at the Stony Plain Regional Office. The development and submission of renewal applications, the preparation of consolidated information for reporting purposes and to ensure negotiable or non negotiable collateral security is obtained and maintained in accordance with the terms of authorized credits.
- Administration support for assigned commercial/agricultural loan and deposit accounts carried in the retail branch network in accordance with established guidelines and accompanying retail branch personnel on farm calls. Development of a relationship with retail branch managers which will ensure opportunities to enhance the agriculture portfolio as well as the commercial and personal business of all existing and new members are explored.
- External contact is maintained with existing Commercial/Agricultural members, lawyers, accountants, appraisers, prospective new clients and contacts developed and cultivated throughout participation in various marketing activities.
- The most important actions required are those relative to the lending, administration, and implementation of effective strategies directed to supporting commercial loan and deposit business. The position will support the submission of well-documented and supported written recommendations of new loan proposals for approval. Additionally, important decisions are required with respect to day to day administration of an assigned number of commercial loan and deposit accounts maintained by the Account Manager, Commercial Lending.

Commercial Account Manager

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QUALIFICATIONS:

- Previous experience and training in a related discipline
- Previous experience in Commercial lending/credit is required, preferably three years.
- A grade XII education supplemented by a degree or diploma and or Business Administration
- Demonstrated marketing skills, effective analytical abilities and elemental knowledge of portfolio management acquired through previous experience and training
- Sound communication (verbal and written) and demonstrated interpersonal skills are required to effectively interact with members and staff.

To apply, please email your cover letter and resume to careers@servuscu.ca.

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We thank all applicants for their interest in Servus Credit Union.