



## Amazing career stories begin with us

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# Scotiabank

Scotiabank is Canada's international bank and a leading financial services provider in the Americas.

## We are looking for talented individuals to complement our great team

### Job Summary – Business Banking Manager

The Business Banking Manager is responsible for contributing to the profitable growth of the Small Business portfolio. He/she is responsible for meeting negotiated goals, which include business development, retention and referral goals as well as other objectives related to customer service, operational effectiveness and personal development. He/ she is required to identify, and then satisfy customers' needs by leveraging appropriate sales tools and products.

### The ideal candidate should possess:

- Ability to work well within a Team - Team Player.
- Ability to operate with minimum supervision.
- Proven track record of performance.
- Value diversity.
- Developed interpersonal skills;
- Excellent time management skills;
- A passion for seeking out new clients, promoting the Bank's products and services
- Excellent Service & Sales Skills ;

### Minimum desired criteria:

- A Degree or equivalent in a business field
- Some experience in Sales/Marketing would be an asset
- A record of success in sales/referrals.
- Must be PC literate and have the ability to work comfortably using Microsoft Suite.
- Must be mobile and in possession of a road-worthy motor vehicle.

If you meet the requirements please apply to:

Career Opportunities: **Business Banking Manager**

C/o The Human Resource Manager

Scotiabank, 63 Robb Street, Georgetown

Deadline for submission March 3, 2019

Send your resume to:  
hrguyana@scotiabank.com

