

## Senior Commercial Account Manager

### We invest in people.

Be part of a banking experience as unique as you are. Tandia Financial Credit Union (Tandia) is seeking a talented and experienced commercial sales professional to join our Commercial team.

You will be based at our new Corporate Offices in Burlington, Ontario, which is located at 3455 North Service Road, Unit 100, Burlington, Ontario.

### Your Work at a Glance

As a key member of our Commercial team, you will utilize your sales and lead generation experience to build relationships with current and new Credit Union members within the mid-market and up-market business space.

In this senior position you will be able to combine your professional relationship management experience with delivering value add solutions to sophisticated business members, while exercising your sales and origination skills, drawing on your experience in financial analysis and using your understanding of credit and credit products.

You will have the opportunity to apply your natural inclination towards sales, your ability to solve intricate business challenges, your credit writing skills and your demonstrated ability to develop solutions based strategies to win new commercial business.

In collaboration and coordination with the VP Commercial Services, you will develop a customized market management strategy to support commercial portfolio growth, while working with Tandia wealth, retail and payment solutions teams, external and syndication partners.

### We are looking for someone who:

- Has a minimum of 5 years of related experience in commercial account management.
- Has a proven track record in commercial sales and business development
- Can demonstrate their new member acquisition skills, is at ease when presenting the Credit Union's value proposition, likes actively pursuing lead generation, and enjoys initial contact with members, cold calling and asking for referrals.
- Has proven through their previous commercial experience, that they have exceptional relationship management skills.
- Has commercial credit skills including assessment of risk and financial analysis.
- Has experience with credit structuring/solutions and presentation of deals.
- Has completed a University degree in Business, Economics, Finance, Commerce or a related program.
- Is aligned with Tandia's vision and values.

### As Unique as You

Tandia can provide you with the kind of challenging and rewarding career you've always dreamed of. We offer an attractive compensation package, positive work environment and the flexibility to grow within our organization.

At Tandia, we recognize that our staff and members are unique - and that matters to us.

- As a credit union, living the co-operative principles is a part of our long and rich history
- We invest in our members and our communities with an extensive community investment program devoted to supporting the organizations, events, and volunteers that make our communities stronger

If you are interested in the position, please forward you cover letter and resume to [careers@tandia.com](mailto:careers@tandia.com), quoting the position title in the subject line. We thank all applicants who applied, however only those selected will be contacted.

Tandia is committed to meeting the accessibility needs of persons with disabilities in a timely manner, consistent with the principles of dignity, independence, equal opportunity and integration. Tandia is strongly committed to employment equity within its community and to recruiting a diverse workforce. Accommodation for applicants with disabilities will be provided upon request by contacting Human Resources.