



Director, Aboriginal Banking
Winnipeg, MB
Posting Date: November 20, 2017
Start Date: ASAP

To apply:

https://bmo.taleo.net/careersection/2/jobdetail.ftl?job=1700021688&lang=en_GB&sns_id=gmail

The Director, Aboriginal Banking Leader role is a senior professional with a mandate to develop regional sales strategies help achieve the business objectives and targets of Aboriginal Banking within the Core Commercial sphere, but also extends to Corporate Finance Division, Wealth Management, the Trust Company, and even Capital Market clients. The Regional Business Development Leader role is accountable for leveraging their deep understanding of the market, client needs, and business growth opportunities, in terms of the depth of input they contribute to regional sales strategies for Aboriginal Banking.

The role is accountable for defining the desired Aboriginal Banking customer experience within their region, with input into elements such as product, price, promotion, positioning, process – appropriate for their regional market. The role is responsible for aligning the value proposition for the Aboriginal Banking market/segment with Aboriginal customer needs and BMO's customer promise.

They will support the achievement of the business objectives and targets by assisting the Director and Head of Aboriginal Banking with the development, implementation and review of a rolling 1-2 year plan.

The Regional Business Development Leader is accountable for the identification of prospective clients, maintaining centres of influence & networks across assigned market segments, and for developing cross enterprise sales referral processes.

As the regional market leader for the Aboriginal Banking segment, the role is highly specialized in product knowledge, Aboriginal customer insights, and general subject matter. The scope of Aboriginal business development leader support (on providing technical knowledge and sales support) extends to Personal Banking, Core Commercial, Corporate Finance, Wealth Management, Trust company clients, and Capital Markets clients (with appropriate engagement of each of the applicable stakeholders).

The Aboriginal Banking leader is actively counted on by these other Banking partners to help close the business deals, for which they are engaged. As such, this role is considered the official Senior Aboriginal Banking leader for the entire region, and is required to publicly represent the Bank on various committees, in the media, network for profitable customer relationships, and participate in community activities as appropriate. This includes the management and coordination of requests for external Aboriginal Banking communications including promotions and public relations and communications. The role is accountable for developing and managing effective relationships with Corporate Marketing and Direct Banking to facilitate various external communication vehicles such as PodCasts, Web Seminars and bmo.com.

Skills and Experience required:

- Business degree or equivalent
- 5 to 8 years commercial banking experience
- Demonstrated history of successful business development, including ability to network in external markets.
- Experience in contact negotiations with both clients and legal counsel.
- Experience drafting responses to complex RFPs.
- Experience with Sales Strategy and Sales referral process

We're here to help

At BMO we have a shared purpose; we put the customer at the centre of everything we do – helping people is in our DNA. For 200 years we have thought about the future—the future of our customers, our communities and our people. We help our customers and our communities by working together, innovating and pushing boundaries to bring them our very best every day. Together we're changing the way people think about a bank.

As a member of the BMO team you are valued, respected and heard, and you have more ways to grow and make an impact. We strive to help you make an impact from day one – for yourself and our customers. We'll support you with the tools and resources you need to reach new milestones, as you help our customers reach theirs. From in-depth training and coaching, to manager support and network-building opportunities, we'll help you gain valuable experience, and broaden your skillset.

To find out more visit us at <https://bmocareers.com>.

BMO is committed to an inclusive, equitable and accessible workplace. By learning from each other's differences, we gain strength through our people and our perspectives. Accommodations are available on request for candidates taking part in all aspects of the selection process.