

## **SMALL BUSINESS ADVISOR TRAINEE**

**Join the Global Community of Scotiabankers to help customers become financially better off.**

### **A multinational winning team**

Scotiabank is Canada's international bank and a leading financial services provider in North America, Latin America, the Caribbean and Central America, and parts of Asia. We are dedicated to helping our 21 million customers become better off through a broad range of advice, products and services, including personal and commercial banking, wealth management, corporate and investment banking.

### **Corporate Social Responsibility**

Scotiabank helps to build bright futures worldwide through ethical banking practices, environmental awareness and a commitment to communities.

**Are you looking for a career in Retail Branch Banking?** Do you want to build your skills and knowledge using your previous work experience or education? Are you looking for a company with a solid training program and is committed to your career development? If you answered Yes to these questions, then Scotiabank is where you want to be!

As a member of a Retail Branch sales team, you will be responsible for contributing to the Branch overall success by achieving negotiated sales goals which include business development, retention and referral goals, through the identification and satisfaction of business and personal banking needs/preferences on both sides of the customer's balance sheet. You will be responsible for the profitable growth of an assigned portfolio of Small Business customers; developing new relationships, while retaining and expanding existing relationships. You will manage a credit portfolio at an acceptable level of risk by completing credit review, authorizing, renewing or declining customer requests, preparing documentation and identifying any deteriorating and/or unsatisfactory trends.

Our Domestic Banking division provides a comprehensive range of banking and investment services to almost 7 million retail, wealth management, small business and commercial customers across Canada. Our multi-channel domestic delivery network includes more than 970 branches, close to 2,750 ABMs, Internet, telephone and wireless banking.

### **QUALIFICATIONS:**

- You possess a results oriented attitude and have sound knowledge of the small business market including the features and benefits of small business products and services, applicable risk management policies and legal and security documentation for small business products.
- You demonstrate excellent business development techniques and are conversant with small business legal structures and life cycles, competitor offerings and alternate sources of financing.
- You are a strong relationship builder and communicator; and enjoy meeting people and are proficient at collaborating with others.

### **EDUCATION AND ACCREDITATIONS:**

You have a University/College diploma/degree in a business related discipline or equivalent work experience.

### **OTHER INFORMATION:**

Mobility within Atlantic Provinces is considered an asset.



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