

# Business Development Manager, Commercial Credit

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## **Overview:**

Buduchnist Credit Union, carrying on business as BCU Financial, is looking for a dynamic self-starter who embraces a team environment and shares our passion for helping Canadian businesses achieve their goals. We are looking for a Business Development Manager, Commercial Credit to join our team. Our Commercial Banking professionals are committed to delivering advice and a full suite of customized lending, deposit, cash management and finance solutions to mid and large-sized businesses. Team members with a member-centric approach and a strong emphasis on results will thrive in our flexible, growth-oriented environment.

If you are sales-driven, proactive, resourceful, and committed to profitable growth and delivering an exceptional member experience, we invite you to consider this position. This position will primarily cover Toronto and the surrounding area.

## **Responsibilities:**

- Proactively acquires new members by developing a disciplined sales approach, understanding members' needs and asking for business and referrals.
- Delivers exceptional member experience and effectively engages in new member acquisition, revenue growth and referral activities.
- Provides easier access to services for members by bringing the services to the member and providing fast turnaround times.
- Collects and compiles information and analyzes financial statements to assess credit worthiness.
- Maintains up-to-date knowledge of credit union lending, deposit services and products and relevant policies and legislation.
- Works closely with BCU's underwriting, compliance, and operational teams to close sales while delivering best-in-class member experience.
- Travel throughout Southern Ontario.

## **Requirements:**

- Minimum 3 – 5 years of experience in sales/service and managing a diverse portfolio in a commercial banking environment or similar field.
- A Degree/Diploma in business or economics or equivalent work experience.
- Well-developed relationship building, negotiation and teamwork skills with expert sales/closing skills.
- Advanced portfolio management skills, including proven ability to execute sales activities and manage sales pipeline.
- Developed ability to establish and maintain a referral network to generate closed referrals.
- Strong knowledge of the Canadian Commercial Banking marketplace.

- Strong credit skills; Analysis and completion of credit applications.
- Ability to assess risk, determine and recommend various action plans to mitigate potential credit loss to the credit union.
- A current and valid drivers' license and vehicle will be required.
- Ability to speak and understand Ukrainian is an asset.

**Compensation:**

Salary will be commensurate with qualifications and experience. BCU Financial also offers a competitive and comprehensive benefits package.

Candidates must apply via email to [hr@bcufinancial.com](mailto:hr@bcufinancial.com) to be considered for this role. We thank all applicants for their interest in a career at BCU Financial; however, only those candidates who are selected for an interview will be contacted.

BCU Financial Group is an equal opportunity employer dedicated to building an inclusive and diverse workforce. BCU Financial Group provides accommodations during the recruitment process upon request. Requests received relating to accommodation will be addressed confidentially.

**About BCU Financial:**

BCU Financial is a member-owned, financial cooperative dedicated to improving the lives of members and their community. BCU Financial is a part of BCU Financial Group – a growing Ontario-based financial group providing Canadians with diversified services and products. BCU Financial Group offers its members a real alternative to high-fee, big-name banking by providing no-fee chequing accounts, competitive savings accounts, loans, mortgages, cards, investment services, online banking, and insurance services. BCU Financial, together with its BCU Wealth Management division, currently oversees \$1 billion in assets.

BCU Financial Group also recognizes the importance of building a strong community. That's why it provides generous sponsorship funding annually to a wide array of community-based projects and activities. The Credit Union and its member-supported charitable institution, BCU Foundation, provide sponsorship funding of over \$1 million annually for community organizations, charity fundraisers, student scholarships, cultural events, and educational projects.