

Business Advisor

Belgian-Alliance Credit Union

Come work where you can make a difference...

The Opportunity

For over 85 years, the Belgian-Alliance Credit Union (BACU) has taken great pride in delivering quality financial services to over 5,000 member owners. With three branches in Winnipeg and open to all, BACU is a dynamic and progressive financial institution that is poised for continued growth.

We are currently looking for an experienced Commercial and Consumer Lender to join our team in a Business Advisor role. Previous commercial lending experience within the credit union system is a requirement. This role will manage an assigned real estate-based business portfolio, while also supporting the commercial relationships with their borrowing and investment needs.

Reporting to the Chief Operating Officer, key responsibilities of the Business Advisor include:

- Maintaining an active presence in the communities we serve, strengthening relationships with existing members and fostering new connections and centers of influence.
- Managing existing member relationships by ensuring all credit requests and annual reviews are done in a timely fashion including interviewing, analyzing, adjudicating, and documenting such requests.
- Leading the retention, growth, and maximization of the cross-sell efforts to our business members.
- Providing mentorship to consumer lenders in both commercial and consumer dealings.
- Managing, growing, and administering a lending portfolio.
- Managing the day-to-day commercial portfolio delinquency and overdraft requests.

The Person

You have the desire to jump in and make a positive contribution from day one. You are a self-motivated individual who thrives on being able to help members, and the credit union you serve, succeed. You feel rewarded in being a team player that makes a positive difference in the lives of both staff and members.

Your previous credit union experience within a Canadian Financial Institution includes a minimum of 3 years of business lending sales and portfolio administration. You want to make a difference and work for a credit union where you have a voice.

What do we offer?

We are a Monday to Friday financial institution that offers competitive compensation, a great pension plan, comprehensive benefits, a team based variable compensation plan and a wonderful work environment where each team member has a chance to make a difference.

Salary Range Grade 10-12 (\$66,365 – \$100,050)

Why not contact us to see why your goals may be in line with ours?

Applicants are invited to submit their cover letter and resume in confidence to careers@bacumail.ca by May 10, 2024. Please indicate salary expectations within your cover letter.

We appreciate the interest of all applicants, however, only candidates selected for an interview will be contacted.