



## Employment Opportunity

<b>POSITION:</b>	<b>Business Development Manager</b>
<b>LOCATION:</b>	<b>Saskatoon, St. Mary's Branch</b>
<b>REPORTS TO:</b>	<b>Retail Regional Manager</b>
<b>DEPARTMENT:</b>	<b>Retail</b>
<b>JOB LEVEL:</b>	<b>H</b>

Salary is dependent on education and experience.  
Base salary up-to-\$98,900, plus significant variable pay.  
Benefits and matching pension programs also provided.

### Job Purpose

The Business Development Manager will provide overall leadership and direction to the retail branch in implementing the retail development strategy through detailed business plans. The Business Development Manager is responsible for development, coaching and mentoring their management team and staff.

This role manages the overall operations of the Branch, including the consumer deposit and loan portfolio. The Business Development Manager ensures all deposit and lending activities are in compliance with relevant legislation, regulations, policies and procedures.

This is a key role that will be pivotal in coordinating all member services within the branch, incorporating services from all areas including commercial, agriculture, financial advisory services, and others. This position is committed to providing quality service to our members and establishing an effective sales culture.

### Working Conditions

This position operates within a regional service delivery model which may require travel.

### Qualifications

- An undergraduate degree in related field and at least six years of job related experience, or, an equivalent combination of education and experience is required.
- A successful applicant will have demonstrated a commitment to coach to sales goals and develop new and innovative business solutions.
- A commitment to continuous learning and development and team leadership is required.
- Consumer and residential mortgage lender accreditation would be an asset.
- Knowledge of business management and financial analysis plus advanced knowledge of Credit Union legislation, products, policies and procedures are an asset.

## Key Responsibility Areas

- People Management
- Risk Management In Retail Operations
- Sales Marketing and Promotion
- Member and Community Support
- Professional and Personal Development

**CLOSING DATE: January 30, 2012**

For those interested candidates, please submit a resume and cover letter clearly stating Business Development Manager in the subject line and how you meet the above qualifications to: [careers@affinitycu.ca](mailto:careers@affinitycu.ca)

*Affinity Credit Union thanks all applicants; however only those under consideration will be contacted.*