



Employment Opportunity

POSITION: Business Development Manager
LOCATION: Strasbourg and Bulyea
REPORTS TO: Retail Regional Manager
DEPARTMENT: Retail
JOB LEVEL: G
**Salary is dependent on education and experience.
Base salary 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(s) in implementing the retail development strategy through a member centric growth and profit driven business plan. The Business Development Manager is responsible for development, coaching and mentoring their management team and staff.

Manage the overall operations of the Branch(s), including the consumer, agriculture and small business deposit and loan portfolio. Ensure 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, Affinity Insurance Services, 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 four to six years of job related experience, or, an equivalent combination of education and experience is required.
- Two to three years people management experience is preferred with demonstrated commitment to coach to sales goals and develop new and innovative business solutions.
- 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.
- A commitment to continuous learning and development and team leadership is required.

Key Responsibility Areas:

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

CLOSING DATE: February 13, 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

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