

7
Building a career at Libro puts you at the centre of a movement to grow prosperity in southwestern Ontario. You become part of a team that is creating change and making a positive impact – socially, economically and environmentally.

Job Title: *Business Specialist*

Job Function: Libro is on a quest to find a passionate **Business Specialist** who will develop relationships and work with other members of the sales team across the regional branch network to ensure all opportunities are identified and referred to the appropriate wealth and/or agriculture & commercial representatives. Individuals within this position will work closely with the Regional Commercial Manager, Account Manager team as well as branch staff to provide retail products and services to agriculture & commercial Owners, and be prepared to act as the point of first contact for commercial/agricultural prospects in the absence of an Account Manager within the branch. *Could this be you?*

As a 2016, 2017 and 2018 Platinum Level Aon Best Employer in Canada, Libro demonstrates exceptional performance in employee engagement, leadership, performance culture, and employment brand.

Qualifications Required:

- Post-secondary degree/diploma with related courses in the area of business finance or agriculture
- The successful candidate will be a sales professional with a minimum of 2 – 3 years' lending experience and be proactive in the area of business development.
- Must be fully conversant on all products and services with the ability to provide expert, reliable information and advice. Solid knowledge in the area of business lending and retail lending to self-employed individuals.
- Have a strong understanding of the financial environment to provide products and services to meet the business Owner's needs.
- Demonstrated ability to be proactive in a sales environment with the ability to work independently, prioritize duties and handle problem resolution.
- Ability to develop and implement a business plan to develop and grow their portfolio of Owners.
- Strong level of comfort to interact with Owners and staff in a digital environment
- Strong level of comfort and interest in utilizing and testing digital tools
- Excellent communication skills, both written and verbal, and commitment to continued professional development.
- Strong knowledge and experience of personal computer applications.
- Actively participating in achieving team goals and targets with an emphasis on teamwork and building strong alliances with staff and Owners of Libro Credit Union.
- Demonstrates the ability to portray a professional image that supports and reflects the "Be Libro" statements and promotes the culture and brand identity of the organization.

* Experience working with self-employed individuals and business Owners within a financial institution is an asset.

Location: Haldimand-Norfolk Region

Closing Date: January 16, 2018

How to apply: If you're passionate about helping your community, interested in being part of a remarkable team, & want to help grow prosperity in southwestern Ontario - we want to hear from you! Please apply by **January 16, 2018** to:

Christine Bandy, Human Resources Advisor
Libro Credit Union
22 Caithness Street
Caledonia, ON N3W 2G6
humanresources@libro.ca

Only those selected for an interview will be contacted.

Libro is committed to fostering a safe, healthy and inclusive work environment that inspires respect. Libro welcomes applications from persons with disabilities and accommodations are available on request for candidates taking part in all aspects of the recruitment and selection process.