



<https://intscanada.com/job/business-banking-associate/>

## Business Banking Associate

### Description

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### Hiring organization

INTS Consulting

### Date posted

2023-09-13

419398BR

### Job Category – Primary

Commercial Banking

### Work Location

2 St Clair Avenue East Corporate

### Employment Type

Regular

### City

Toronto

### Time Type

Full Time

### Province/State

Ontario

**Hours**

37.5

**Workplace Model**

Hybrid

**Pay Details**

We're committed to providing fair and equitable compensation to all our colleagues. As a candidate, we encourage you to have an open dialogue with your recruiter and ask compensation related questions, including pay details for this role.

**Department Overview**

TD Commercial Banking provides financial solutions to North American businesses. Our broad range of products and services allows us to meet the needs of our clients in every sector, providing customized solutions to build a strategy that's right for them now, and in the future. Our quest is to deliver a first class business banking client experience and to be "The Better Business Bank" in North America. At TD, better business bankers have a strong background in business and finance as well as the specific products they are responsible to sell and service. They have keen insight into all their clients – their industry, products, finances and markets. Better business bankers demonstrate good judgment in people, businesses and markets based on education, experience, "gut instincts" and "street smarts"

**Job Details**

This is an exciting introductory experience into the interesting and vital world of Commercial Banking. You will learn the fundamentals of commercial lending through financial analysis, risk management and industry analysis. This will give you the capability to work closely with a variety of mid -market businesses as they strive to successfully meet their individual and financial goals. Your business skills will be put you to the test in creating business proposals based on the diverse credit, deposits and cash management needs of your clients.

## Job Requirements

Where you're going:

Your first 6 months will include on-site coaching in one of our commercial units, as well as a structured training program before moving up to become an Analyst on a team with a Relationship Manager or as a standalone Account Manager. Your future career path in TD Commercial Banking can include a variety of challenging roles in sales, relationship management, and risk management. Positions are available across Canada for the Commercial Associate program.

### Additional Information

Please note: Applications must include an unofficial transcript, cover letter (one letter-sized page or less) and a resume (two letter-sized pages or less).

## Company Overview

### Our Values

At TD we're guided by our purpose is to enrich the lives of our customers, communities and colleagues, and share a set of values that shape our culture and guide our behavior. In exchange for how our colleagues show up to help TD succeed, we are committed to delivering a colleague experience grounded in Impact, Growth and a Culture of Care. No matter where you work across TD, we empower you to make an impact at work and in your community, explore and grow your career and be part of our caring and inclusive culture **Making Your Well-being a Priority**

A caring and supportive culture that promotes colleague well-being is core to who we are. At TD, we focus on total well-being with extensive programs to help colleagues assess, manage, and improve their well-being across four core pillars — physical, financial, social and mental/emotional. In addition, we champion a safe, inclusive and supportive work environment to help colleagues feel a sense of belonging, and supported in their personal and professional growth. Through our focus on total well-being, we know that we can help our colleagues thrive, contribute to our culture of care, and support better business outcomes ... because when colleagues feel their best, they're more likely to do their best.

### Our Total Rewards Package

Our Total Rewards package reflects the investment we make in our colleagues to help them, and their families achieve their well-being goals. Total Rewards at TD includes a base salary, variable compensation, and several other key plans such as health and well-being benefits including medical, dental, vision & mental health coverage, savings and retirement programs, paid time off, banking benefits and discounts, career development, and reward and recognition programs.

### How We Work

At TD, we believe in-person connections fuel collaboration and collective creativity. Our workplace experience empowers colleagues to do great work side-by-side at TD locations, while offering flexibility to work remotely where it makes sense for the work and team. Our teams work in one of three workplace models: hybrid, onsite and primarily remote. Wherever our colleagues are working, they'll always have access to the TD community and experience our culture of care.

**Who We Are**

TD is one of the world's leading global financial institutions and is the fifth largest bank in North America by branches. Every day, we deliver legendary customer experiences to over 27 million households and businesses in Canada, the United States and around the world. More than 95,000 TD colleagues bring their skills, talent, and creativity to the Bank, those we serve, and the economies we support. We are guided by our vision to Be the Better Bank and our purpose to enrich the lives of our customers, communities and colleagues. TD is a customer obsessed organization, and we are deeply committed to being a leader in customer experience, that is why we believe that all colleagues, no matter where they work, are customer facing. As we build our business and deliver on our strategy, we are innovating to enhance the customer experience and build capabilities to shape the future of banking. Whether you've got years of banking experience or are just starting your career in financial services, we can help you realize your potential. Through regular leadership and development conversations to mentorship and training programs, we're here to support you towards your goals. As an organization, we keep growing - and so will you.

