



<https://intscanada.com/job/small-business-advisor/>

## Small Business Advisor

### Description

Requisition ID: 179435

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture.

### Hiring organization

INTS Consulting

### Date posted

2023-07-14

### What you'll be doing...

Our Advisors are customer-centric and able to connect with people in a relatable way. As an essential member of the Canadian Banking Branch network, the focus is to provide exceptional service throughout the customer's journey by:

- Manage an assigned portfolio of high value and/or complex small business owner relationships to achieve retention and other negotiated goals while meeting Scotiabank's Service Standard
- Creating a strong presence within the local business community by developing relationships with various Centres of Influence
- Proactively engage with new and existing clients to build strong, ongoing relationships and provide comprehensive advice, enabling them to build successful businesses
- Partner with fellow advisors to create a customer centric environment

### What you have...

- You possess a results oriented attitude and have sound knowledge of the small business market including the features and benefits of small business products and services, including; an understanding of financial statements, applicable risk management policies and legal and security documentation for small business products
- You demonstrate excellent business development techniques and are conversant with small business legal structures and life cycles, competitor offerings and alternate sources of financing
- You have good organizational skills and are flexible to adapt to a constantly changing environment
- You are a strong relationship builder and communicator; and enjoy meeting people and are proficient at collaborating with others
- You have an education in a business related discipline or equivalent work experience as a small business owner
- Valid driver's license and access to a reliable vehicle

### What we're offering...

- The opportunity to join a forward-thinking company with the ability to collaborate with other business lines within the bank
- A rewarding career path with diverse opportunities for professional development

