Concentra®

CANADA'S BEST MANAGED COMPANIES Platinum member

Concentra Bank is a purpose-based organization, striving to enable the success of Canadians. We are embarking on a bold plan to evolve and grow into a diversified, top tier performing company delivering greater value to employees, customers, and owners.

As an innovative and future-focused company, we form partnerships to deliver industry-best financial solutions to our customers. We offer a wide range of financial solutions including specialized banking, consumer finance, treasury, wealth and trust services and more. We strive to be among the most trusted organizations in Canada by solving problems for our customers and offering a positive, seamless experience.

As one of Canada's Best-Managed companies, Concentra prides itself on a culture of client service, innovation, and strong values. With deep roots in the co-operative system, we are proud of our past and excited about our future.

Concentra Trust – a wholly-owned subsidiary – has been delivering estate and trust services nationwide for over 65 years.

Concentra employees enjoy a competitive total rewards package and flexible work environment. We are looking for a results oriented individual to join our team. This position can be located in any of our locations across Canada

# AVP, Estates & Trusts (Full-time, Permanent Position)

We are looking for an ambitious and energetic business development and relationship management professional to help us expand and support our client base.

The goal is to drive sustainable financial growth for Concentra Trust through boosting revenue and forging strong relationships with clients across Canada. Our team of experts are committed to finding the right estate and trust solutions for our clients and partners through collaboration, flexibility and personalized service.

**Key Outcomes:**
The AVP, Estates & Trusts, drives business by developing and managing relationships with partners to optimize business referrals. This includes developing a deep understanding of their business needs to provide responsive and actionable advice and appropriate business solutions at the strategic and operational levels.

The successful individual is a people leader who is able to mentor the sales team by providing a level of expertise to build stronger relationships, and generate business. Maintaining awareness and understanding of legislative and regulatory requirements pertaining to the wealth management, financial services and trust market and its impacts is required for this role. The AVP, Estates & Trusts gathers partner, client and market knowledge to identify potential new or enhanced solutions needed by partners and/or individual clients, providing leadership, coaching and mentorship to partners to enable them to effectively meet the estate & trust needs of their clients. In addition, this role is responsible for preparing and delivering high quality presentations, representing Concentra Trust at local, regional, and national industry events.

**Qualifications:**
- Degree in Business Administration or equivalent combination of related professional designation or experience and formal education
- 10 years' senior level experience in strategic marketing, and/or sales within a financial institution
- 5 years' experience in sales coaching and leadership
- STEP designation would be preferred

Applications for this opportunity accepted until end of day **January 21, 2019.**

To apply, please visit our Career page at www.concentra.ca

*We thank all applicants for their interest, however, only those selected for an interview will be contacted.*