

Senior Account Manager - Community Real Estate- VANCITY CREDIT UNION

Location: Vancouver BC

Status: Full Time- Permanent

Accepting applications until: 11/10/2017

Our vision requires us to think differently about wealth—to re-envision prosperity as something we can only achieve if we are surrounded by and connected to a vibrant, healthy community that is sustainable for the long term. While the traditional banking model focuses on increasing short-term profits for the benefit of shareholders, our vision focuses on meeting the long-term needs of our members and their communities.

Our vision calls on us to measure success in terms of how we contribute to the well-being of our members and their communities—not just financial well-being, but social and environmental well-being as well.

Our goal is to create positive member and community impact through all our operations—from how we make money to how we spend and invest it. We're committed to finding new and better ways to use all our resources, people and capital to create large-scale positive impacts.

This way of doing business differentiates us from traditional financial institutions. By redefining wealth, we are measuring our success in terms of the health and vitality of the community as a whole.

By holding ourselves to higher standards of innovation, co-operation and accountability, we're helping to build a wealthier future for all.

With exceptional listening and compassion skills, and the ability to translate Vancity's Good Money™ brand promise to our members, the Senior Account Manager Community Real Estate include sourcing new commercial lending relationships through an active marketing plan, strengthening and expanding existing member relationships.

The Senior Account Manager - Community Real Estate reports directly into the Manager Community Real Estate.

Key areas of accountability for this role are:

- Maintain an assigned community real estate portfolio (including sourcing, recommending, underwriting and funding real estate loans).
- Source, develop and build new and existing relationships to recommend deal structures (including complex deals) to the Manager Community Real Estate in order to grow future business opportunities.
- Monitor assigned and established community real estate portfolio, identify credit risk and recommend course of action to minimize negative impact to Vancity and the member.
- Execute on community impact transactions in support of growing the community real estate offer through collaboration across the Community Investment division.

Here at Vancity, we have a consistent set of expectations for all employees:

- Work effectively and with full commitment on the tasks assigned by your manager.
- Give your manager your best advice.
- Stay within policy.
- Manage your ongoing career development at Vancity.

Competencies:

- Solid - Business acumen in the context of the financial industry.
- Solid - Communication and interpersonal skills to provide highly specialized expertise and advice; address challenges and issues for the designated area; and represent the area across the organization.
- Solid - Knowledge of the relevant Vancity policies and procedures.
- Solid - Knowledge of Vancity strategies, functions and programs.
- Solid - Problem solving and decision making skills to diagnose challenges and issues; develop innovative business solutions; and to assess risks and opportunities that may affect the unit and or designated unit.
- Solid - Research and analytical skills to assess and recommend course of action on industry, political and economic trends, and to identify risks and opportunities that may impact the business unit and or designated area.
- Solid - Business development skills to grow the Community Real Estate loan portfolio and ability to effectively manage an existing loan portfolio.

Education:

- Post-secondary education with Diploma/Degree in Business Administration, Accounting ,Finance or Economics

Experience:

- A minimum of 3-5 years of commercial credit experience with solid knowledge and training in all lending activities (with an emphasis on Commercial banking).
- Knowledge of commercial, real estate
- Marketing and business development
- Effective verbal and written communication skills
- Strong interpersonal and negotiation skills

[Please submit your resume and cover letter here.](#)