



# Build your career here

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Canada



## Job Title: Relationship Manager

Job number: 388-16/17

Location: Brandon, Manitoba

Closing date: March 23, 2017

Division: Operations

Language required: English

Term: 13-month term

### Passion for agriculture required

Manage relationships with local producers and be responsible for a developing loan portfolio. You'll work with more experienced lenders to tailor financing packages to meet your customers' needs, including both lending and non-lending products, and help them build success.

#### What you'll do:

- Work with customers to build financing packages that meet their business needs
- Build relationships with FCC customers and internal partners
- Look for opportunities to build your loan portfolio
- Travel to visit customers on their farm or in the office
- Analyze customer financial information
- Create, process and approve new credit facilities

#### What we're looking for:

- Confident communicator with strong analytical skills
- Ability to connect and build business relationships
- Sales and negotiation skills combined with sound judgment
- Self-starter who embraces change
- Organizational pro who can manage multiple priorities

#### What you'll need:

- A degree in agriculture, business or commerce and at least one year of related ag finance or sales experience (or equivalent combination of education and experience); a professional agrologist designation is an asset
- A drive to help others achieve their goals
- A love for agriculture

### Build a career with one of Canada's top employers

Thrive in an inclusive culture of teamwork, strong leadership and respect. Here, diverse people pull together to achieve goals that are challenging and rewarding. You can learn and grow in an environment of acceptance and accountability. Come meet FCC.

Does this sound like the workplace you're looking for? Visit [fcc.ca/Careers](http://fcc.ca/Careers) to apply.