



Position: Account Manager

Location: Neepawa

What's the Opportunity?

The Account Manager reports directly to the Vice President, Agriculture and Commercial Experience, and is responsible for the sales and risk management of a designated portfolio of agricultural/commercial members and prospects. They are responsible for promoting, selling, and negotiating services to members and potential members and for proactively identifying new sources of business. By working closely with other team members, they ensure the credit union goal is met and that members receive seamless quality sales and services that meets or exceeds their expectations.

What you'll get to do:

- Build relationships that ensure Stride members are informed and understand the overall direction, initiatives, and strategy at the credit union.
- Proactively source new business for the credit union through on and offsite visits
- Build a network of key contacts and centers of influence and enhances the credit union's image and reputation through effective business develop and community relations.
- Understand and use knowledge of member's financial situation to effectively position the value of products and services, providing financial counselling/advice to members, to improve their financial wellbeing.
- Proactively represents the credit union in the community and at business events.
- Support the development and achievement of sales targets and marketing plans.

Why join Stride Credit Union?

We don't mean to toot our own horn, but...

- Employees do what's best for our members, no exceptions.
- We believe laughter in the workplace is a good sign.
- Enriching lives through financial services and community investment is what we are about.

In addition, we offer continuing professional development and a competitive total compensation package including benefits, pension plan, and performance-related incentive pay.

Preference will be given to those with formal education plus four to six years of job-related experience or an equivalent combination of education and experience.

Please submit your Resume and cover letter to hrinfo@stridecu.ca, This posting will remain open until filled.