

SBIC is currently recruiting for a Branch Manager for GTA.

The successful candidate shall assign and direct all work performed in the branch and supervise all areas of operation. He/She will manage staff, foster a positive environment and ensure customer satisfaction and proper branch operation. The successful candidate will have a hands-on approach and will be committed to the expansion and success of the business by implementing strategies that increase productivity and enable sales target achievement.

Responsibilities:

- Achieve budgetary targets
- Promote sales of Bank products and services
- Coach, supervise, mentor and lead branch personnel
- Ensure that all branch operations and internal controls are in place and monitored
- Assess local market conditions and identify current and prospective sales opportunities
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities
- Share knowledge with other Branch Heads and Head Office on effective practices, competitive intelligence, business opportunities and needs
- Address customer and employee satisfaction issues promptly
- Adhere to high ethical standards and comply with all regulations/applicable laws
- Responsible for the overall regulatory compliance for the branch
- Responsible for addressing of audit findings; ensuring effective resolution
- Network to improve the presence and reputation of the branch and bank
- Represent the bank within the community; be involved in community events and those that create/increase brand awareness and provide networking opportunities
- Stay abreast of competing markets and provide reports on market movement and penetration
- Maintains the highest level of product and service knowledge on bank operations, service and products
- Ensures adherence with Bank policies, procedures and regulatory guidelines

Requirements

- **Must be eligible to work in Canada**
- Proven branch management experience, as a bank manager or similar role for a minimum of 2 years

- Ability to meet sales targets and production goals; demonstrate the ability to cross sell and explain products and services with confidence and authority
- Results driven and customer focused
- Effective communication and organizational skills
- Must be able to successfully motivate and train branch personnel

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