

# WE'RE HIRING



## Relationship Manager

**Job Number:** R-1005565

**Location:** Woodstock, New Brunswick

**Closing Date:** October 22, 2023

**Language(s) Required:** English

**Worker Type:** Term (Fixed Term)

**Term Duration:** 24

**Job Link for Application:** [https://fccfac.wd3.myworkdayjobs.com/en-US/careers-carrieres/details/Relationship-Manager\\_R-1005465](https://fccfac.wd3.myworkdayjobs.com/en-US/careers-carrieres/details/Relationship-Manager_R-1005465)

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Salary Range (plus eligible to receive a performance based incentive, applicable to position) :  
\$67,539 - \$91,377

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:

- 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
- Drive to help others achieve their goals
- A love for agriculture
- A valid driver's license

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To apply, visit [fcc.ca/Careers](https://fcc.ca/Careers)