

This leadership position is an opportunity to grow our Rabobank's presence in the Alberta agricultural market. Relationships Managers will help develop the business from the ground up while leveraging existing North American and Global Farm Finance expertise, systems, and partnerships. Be responsible for the business development and customer management in the Alberta market segment focused on large grain, oil seed and livestock farming operations. As the trusted investment and credit advisor for Rabobank Canada, Relationship Managers evaluate customer's needs, assess customer's eligibility and suitability for certain products.

Relationship Manager

Alberta (Remote)

Reporting to the Canadian Managing Director, you will:

- Act as the primary contact and trusted advisor for the origination and servicing of agricultural loans for Western Canadian farm businesses, working closely with management on very large transactions to best to serve the customer.
- Drive the “Kitchen Table” business model to develop meaningful, sustainable, and profitable relationships with Rabobank's to identify the best products and financing structures to meet their needs and provide world class customer services.
- Prospect, build and manage a portfolio of client relationships to meet and exceed annual targets and objectives with the goal to increase the number of accounts and the profit line year over year in the assigned region.
- Monitor customer goals and needs to expand each relationship in a profitable manner, working closely with Financial Analysts to identify regional marketing opportunities to target leading farmers.
- Develop and present business proposals to customers based on market knowledge, insights and analysis from Rabobank Food and Agribusiness Research to increase their operation's efficiency and profitability.
- Identify, evaluate, and target a list of potential customers to sell solutions based on farm operations that are profitable, sustainable, and growing with a risk profile that aligns with Rabobank Canada's commercial loan criteria.
- Work closely with Financial Analysts on local and regional customer strategies, product alignment and marketing plans, while providing mentorship to the Team on business and relationship development tactics.
- Maintain and manage regular and professional communication with current and prospective accounts using a Customer Relationship Management (CRM) system to continuously improve sales and marketing tactics.
- Expand and grow existing client product structure by consistently building on relationships to identify and provide additional solutions focused on improving profitability, customer service and client retention.
- Collaborate with Rabobank Canada teams and partners to support the growth of additional product lines including equipment finance, risk management tools, and club deals.
- Grow the Rabobank brand name and enhance the business in agricultural markets by attending industry events, conferences, and other regional and local events to network and meet existing and prospective clients.
- Build relationships with other stakeholders in the assigned region to share knowledge and experiences and gain new client referrals as a result.

Your background includes:

- Bachelor’s Degree or equivalent in Agribusiness, Ag Economics, Commerce or Finance. An MBA is an asset.
- 5+ years of experience in a Relationship, Commercial or Account Management within the Alberta banking sector focused on rural or agricultural clients within the province.
- Good human relations, communication and presentation skills, and a track record of collaborative sales and marketing planning and execution with demonstrated relationship selling techniques.
- Self-motivated, independent self-starter, and enthusiastic relationship driven professional who is passionate about agriculture and growing and sustaining farm operations for clients.
- Experience in loan documentation, including the perfection of liens and mortgages on real estate, crops, inventory, machinery, and real property.
- Ability to read, analyze, and interpret risk in appraisals, financial statements, crop insurance reports, and other customer data.
- Demonstrated experience building and growing a portfolio, with a track record of sales growth, excellent customer service and client retention.
- Extensive knowledge of diversified crop production and livestock enterprises. On farm experience is an asset.
- A well organized, detail-oriented, and inspiring leader with a strong desire to succeed, exercise good judgment and make sound business decisions, think critically, find creative solutions, and work well under time constraints.
- Computer proficiency with MS Word and Excel, as well as experience using CRM software.

This is a remote, work from home, opportunity with significant travel in the Western Canadian provinces. Rabobank is an equal opportunity employer to all employees and applicants and offers a competitive and comprehensive compensation package.

LITHERLAND & CO

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com or by phone at 416-868-4888 Ext. 5 quoting “Relationship Manager - 240110”

Litherland & Co. is dedicated to fair and equal opportunities for all applicants. Candidates are selected upon the highest level of equity, diversity, and inclusion across the organization and throughout its hiring process. If you are selected for an interview and require accommodations, arrangements will be made for your convenience throughout the recruitment.