

Dealer Finance Account Manager

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Company: Conexus Credit Union

Location: Winnipeg

Category: office-and-administrative-support

At Conexus, we are focused on supporting our members with their needs of today, while also helping them work towards their goals for the future. It's more than conducting a banking transaction, it's about providing our members with insightful content, tools, expert advice, and a full suite of products to empower them and inspire confidence in their financial decision-making. We prioritize growth and efficiency and are champions of every member's success for a thriving Saskatchewan. We do this by lending an ear to each member's unique needs throughout Saskatchewan, ensuring personalized solutions.

Our employees are curious, courageous, confident and committed. They are the reason we consistently deliver outstanding member experiences. They're more than just individuals who come to work each day, each employee is a vital part of Conexus.

We acknowledge that our Conexus offices and facilities are located on Treaty 2, 4, 5, 6, 8 and 10 lands. These are the traditional lands of the Cree, Dakota, Dene, Lakota, Nakota and Saulteaux peoples, as well as the homeland of the Métis.

The bigger picture

We're looking for a motivated and experienced lender who is a relationship builder to come on board as our Dealer Finance Account Manager in the Saskatchewan or Manitoba region. You are a person who is adept at adjudicating and decisioning credit and lease applications received through the Credit Union Dealer Finance Program (CUDF). The mission of CUDF is to support the automotive needs of members and Credit Unions throughout areas served allowing a member to shop at almost any Auto or RV dealer throughout the province and have the loan be set up through their local Credit Union

branch. The CUDF program is available through extended hours of operation six days per week to create a seamless process for members.

How you'll be spending your time

Developing and maintaining business relationships with automotive, recreational vehicle and agricultural equipment dealerships. This means you're willing to travel to connect with area dealerships.

Developing and maintaining relationships with affiliated credit unions.

Ensuring members receive lending products that meet their needs, best interests and risk tolerance.

Enhancing team knowledge to help better educate members about lending decisions.

Completing accurate documentation for all lending products and services.

The way people describe you

You are a collaborator and relationship builder that will help make CU Dealer Finance Corporation the dealerships' lender of choice. You have high attention to detail and make decisions that are timely and consistent. You aren't satisfied with the status quo as you are continually identifying opportunities that will improve processes and increase efficiencies.

The experience you bring

Exceptional knowledge of the automotive, RV and agricultural equipment market

A lending specialist with at least two years' experience

Knowledge of loan decisioning and loan origination systems

Familiarity with Dealer Finance loan policies and procedures

Understanding of risk management, ensuring a balance of opportunity, growth and profitability

Salary Range:

\$60,970 - \$76,210 with 9% Short Term Incentive Target

Benefits and Perks

The success of our members relies heavily on the performance and accomplishments of our employees. That's why we prioritize offering our team a variety of perks and benefits

designed to support their success and well-being both at work and in their personal lives. Some of these additional benefits include, but are not limited to:

Preferred rates for all your banking needs helping to make life more affordable.

Generous vacation benefits with 10 additional paid days off giving you time to spend on what's most important to you.

Competitive benefit package options covering off all aspects of personal wellness.

We are excited to welcome candidates who bring a blend of academic, professional and volunteer experience that sets them apart. Research shows that many applicants tend to apply only when they meet every qualification of the role. However, we encourage you to explore opportunities that closely match your skillset and experience. We truly value diverse backgrounds and varied experiences, as we are dedicated to creating inclusive and diverse workplaces. You might just be the ideal addition to our team that we've been searching for! This opportunity closes on May 6, 2024, so apply now! If you have questions about this position, please contact McKayla Kerr at jobs@conexus.ca.

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