



# NATIONAL BANK

Manager - Global Cash Management, Vancouver (COR000G1)

Come and grow in an organization with one of the most admired corporate cultures in Canada,\* where diversity and collaboration are values that guide us day-to-day.

With nearly 20,000 employees and over 450 branches, National Bank offers an open and transparent work environment that promotes personal and professional growth via an ongoing development program, as well as a wide range of employee benefits and banking privileges.

As Treasury Manager – Commercial Banking and International, you will be responsible for providing high-level expertise in the area of corporate and government cash management. You will also help the team achieve its financial objectives while striving to achieve your own sales objectives. The varied and complex tasks you will perform will help you to quickly develop the skills needed to guide others in projects for Public Sector Banking, the Corporate Financing Group and Financial Markets.

This position reports to the Associate Vice President and is located in Vancouver.

You will be required to:

- Identify corporate governance issues resulting from the separation of ownership and management of the company.
- Promote optimal cashflow positioning through forecasting, short-term investments and loans.
- Help the Account Manager sell specialized products by fostering the growth of profitable businesses.
- Manage cashflow linked to payments and account reconciliation, payroll, as well as deposits and investments by offering a range of options.
- Directly advise clients regarding their cashflow management needs on a national and international level.
- Be responsible for prospecting and business development in cashflow management.
- Inform the Account Managers and other team members of new specialized products.
- Approach companies to sell them our specialized products with a view to fulfilling our quality and profitability objectives.
- Evaluate clients' technological needs to determine the probability of their subscribing to our services.

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- Ensure visibility for the Bank's products by organizing promotional activities and acting as a representative for various parties.
- Be attentive to clients' needs and gauge their level of satisfaction to help retain them as clients.

Qualifications:

- Bachelor's degree in a related field and 6 years of relevant experience OR Master's degree in a related field and 4 years of relevant experience OR university certificate or undergraduate diploma from the National Bank University Program and 8 years of relevant experience
- Experience in sales and business development
- Relevant experience in cashflow management
- CTP (Certified Treasury Professional) certification is an asset
- Bilingualism, both spoken and written (English and mandarin or Punjabi or French) is an asset

Diversity is an integral part of the Bank's values and commitments. In this document, the masculine gender designates both sexes with no discrimination intended, and is used only to facilitate reading.

**For more information about this opportunity and how to apply before May 8, 2017 please go to <https://jobs.nbc.ca/job/vancouver/manager-global-cash-management/5889/4505723>**