

Canadian Western Bank (CWB) Group was voted one of Canada's 50 Best Employers for the fourth consecutive year in 2010.

The CWB Group of companies has a different perspective on financial services. Our philosophy: Think Western® is about putting people first - customers and employees - attracts dynamic, caring individuals. People who share and communicate our values of creative, flexible, specialized service are our greatest assets. We are seeking an experienced Business Development/Client Relationship Manager to join our Adroit Investment Management Division in our Edmonton Corporate Office.

Position Focus:

The focus of this position will be to find and develop new client relationships with individuals and institutions, service existing clients and participate in our business pertinent to meeting our clients' needs.

Experience/Competencies:

- Investment Industry Experience.
- Proven marketing/business development skills.
- Strong risk assessment skills.
- Good understanding of money management would be an asset.
- Strong interpersonal skills.
- Goal-oriented and self-motivated.
- Excellent communication skills, both verbal and written.
- Solid organizational skills with an attention to detail.

Education:

- CFA Designation or financial service designation an asset.
- Must be qualified to be registered with the securities commission.

Responsibilities:

- Manage and grow a portfolio of existing and new client relationships.
- Develop a network of contacts and undertake proactive marketing activities to attract new clients to the company.
- Work effectively with management and support staff to enhance professionalism, productivity and team achievement.
- Some travel may be required.

CWB Group is a progressive and fast-growing company serving an exciting region, and we can support a rewarding lifetime career and offer an excellent benefits package. You can create your career with us, advancing quickly in a fun and supportive environment that puts people first.

To apply, click [here](#)