

Position: Full-time Financial Services Representative

Reports to: Branch Manager

Location: Toronto, Ontario

Grow with us

We are looking for a **Financial Services Representative** to join our successful team at our Branch located on King Street Branch. Comtech Fire is a growing full service financial institution with four branches, over \$530 million in assets under management and more than 20,000 members across Ontario. Our credit union has been growing strong for 75 years; our history and experience in the communication and technology sectors has provided us with a strong and loyal membership base. Now with open membership, we are committed to providing financial advice and products in a personalized relationship driven environment. We are small enough to know our members by name and large enough to provide the financial resources comparable to larger financial institutions.

Your opportunity

The Financial Services Representative builds long term profitable relationships with a portfolio of members by providing value added advice and exceptional service. In this role you will –

- Provide advocacy to members related to their accounts, cash services, ABM cards deposit and investment needs
 - Serve as a primary resource for opening new member accounts and following up on referrals, sales initiatives and member inquiries
 - Actively participate in all branch campaigns and promotions; work collectively with the branch team to achieve branch goals.
 - Maintain up to date product knowledge and ensure adherence to Comtech's policies
- Your skills and experience

Financial services experience is a pre-requisite for applicants. Your qualifications must include at least 2 years' related work experience working towards and achieving financial services sales.

Ideally you have completed post-secondary business or sales training or courses. You have demonstrated initiative, the ability to build strong relationships and are organized and detail oriented. You are positive, reliable and ethical.

The Comtech Fire offering

We believe in fostering a culture where you stay and build your career, and where your work-life flexibility is supported and encouraged. As a successful and growing organization, we can offer competitive wages, an excellent benefits package and a positive and professional work environment.