

## YOU FOCUS ON MAKING A **customer** RATHER THAN A **sale.**

### MANAGER, BUSINESS DEVELOPMENT - BRIDGEWATER BANK, EDMONTON, AB

Helping broker partners meet their business goals has been Bridgewater Bank's focus since 1997. The bank began as a Calgary based residential mortgage lender providing a single product in just two provinces. Today, Bridgewater Bank is a Canadian Schedule I chartered bank offering competitive residential mortgages and deposit products through a select network of brokers.

Specializing in alternative lending and construction mortgage solutions, GICs and high interest savings accounts, the bank's portfolio has grown to more than \$2.8 billion representing over 33,000 accounts.

Bridgewater Bank is a wholly-owned subsidiary of the Alberta Motor Association, the largest membership service organization in Alberta, so being customer-focused is in its DNA. Bridgewater's mission is to help its partners succeed with honest, straightforward service and solutions to meet and exceed their needs.

You secretly refer to yourself as the Dale Carnegie of sales. Others describe you as someone who could sell ice to a polar bear. You love reaching out, engaging people and understanding their needs because you know that selling isn't just about the making the sale — it's about making a customer.

Our business development team is looking for a superstar like you to help us market and educate our Broker Partners about Bridgewater Bank mortgage products.

A position (territory) is currently available in Alberta, based in Calgary, working remotely from our office in Calgary Alberta.

#### What moves you

- You're the ultimate people person who's great making connections and building long-lasting relationships.
- Sales is in your blood and you can't imagine doing anything else!
- You know your stuff when it comes to mortgages and you like to share that knowledge.

#### What you'll do

- Report to the Manager, B2B Solutions.
- Enhance and build Bridgewater Bank's reputation as an alternative lender of choice in an assigned territory.
- Keep our valued broker partners (agents and brokerage houses) engaged about our unique advantages in the alternative market.
- Market and educate stakeholders on the products and services we offer.
- Achieve designated sales targets.

#### What you've done

- You have a minimum of five years of broker-related sales experience with proven results.
- You have obtained your AMP Designation (Accredited Mortgage Professional).
- You have in-depth knowledge of the mortgage industry with a passion for the non-conventional market and the unique regulations that apply.

If this is you, we want to see you. And you want to see us.

Apply today to [careers@bridgewaterbank.ca](mailto:careers@bridgewaterbank.ca)