



Business Advisor

Our bottom line is different.

There's something special about working at ATB, and it's been recognized on every [top employer list](#) that matters. Maybe it's our exceptional culture where your [total wellness](#) is supported through market-leading benefits and you're free to bring your whole self to work. Maybe it's our commitment to a growth mindset and our unrelenting thirst for [making it possible](#) for fellow Albertans—even the ones who aren't our clients.

Whatever it is, you won't find a more genuine, driven and knowledgeable group of humans anywhere. We foster a culture of purpose, performance and possibilities. We engage with intense curiosity, and bring our whole selves to work, every day. We know it starts with people like you, so take a chance and start with us.

Department: Everyday Financial Services (EFS)

Paygrade: J-PFS

System Job Title: Business Banker 5

Leader: Branch Manager

As ATB's next EFS (Everyday Financial Services) Business Advisor, your role is to manage a portfolio of Mass Affluent Clients. You build, increase and retain valued business based on targets, financial acumen and joining the leadership team to provide specialized insights into the business. You excel at building your professional brand to create Centres of Influence (COI) that drive financial health throughout Everyday Financial Services (EFS) and the community. You manage complex retail & business deals and are able to translate information into easy-to-understand solutions for our clients.

Accountabilities:

- You demonstrate a broad knowledge of finance, business management, and the local



and global marketplace, including competitors and key players in the value chain, which allows you to provide relevant advice to our customers.

- You proactively take an informal leadership role by influencing and advising on established and new thinking, processes, and issues that support the advancement of the EFS Strategy.
- You provide the client with access to self service options, set them up on digital platforms whenever possible, and serve them through the channel of their choice.
- You translate annual business targets/metrics into actionable activities and routines.
- You are a trusted partner who can identify a business' strengths and frame opportunities to determine the full partnership potential with ATB.
- You lead programs or initiatives that improve ATB's presence and reputation within the community, and take on leadership duties as required during the absence of formal leaders.
- You have a thorough understanding of Risk Management policies and procedures.
- You are consistently and confidently able to fulfill our customers' everyday banking needs through connecting them to the right products, services, and partners.
- You foster discussions and collaborative efforts around best practices while integrating them into the execution of your strategic plan and day to day routines.
- You hold to your commitments, and set clear priorities and realistic timeframes.

Requirements:

Your Attributes:

- You have exceptional customer service skills, with a demonstrated ability to establish and maintain professional relationships.
- You have in-depth analytical and problem solving skills, as well as data-driven decision making, with a customer-oriented approach.
- You are a fluent communicator who can adapt communication style and methods to best suit your audience (verbal, written, & digital).
- You have amazing attention to detail and follow-through skills.
- You have expert knowledge of banking practices and regulations is a must have.



Accreditation:

- Post-secondary degree/diploma in finance, business administration, or a related field.
- 5+ years of relevant experience and/or certification in a related field of study desirable.
- 3-5 years experience in retail and business banking.

At ATB, we know that as you develop in your career, you gain many transferable skills. If you believe your experience and qualities are what we are looking for, please consider applying!

Interested? If you know one of our team members, BEFORE applying, reach out to them and ask them for a referral link to help your application stand out.

Online applications are preferred. Please let us know if you require any accommodations.

Benefits

Be great. Be you. Believe.

We are dedicated to building a workforce reflective of the diversity within our communities and creating an environment where every team member has what they need to reach their potential. We encourage candidates from all equity-seeking groups to apply.

What happens [next](#)?

Thank you for applying online. If you are shortlisted for this opportunity, you will hear from us after the posting close date regarding next steps. We might ask you to participate in a [digital interview](#) or phone interview. If you require any accommodations, please let us know.

Stay in touch!

ATB is excited to know you're interested in a career with us! Follow us on [LinkedIn](#), [Facebook](#) and [Instagram](#) to get the inside scoop on what our team is up to.